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Business Bulletins *from around the world*

ARGENTINA—Exports to LAFTA in first quarter 1962 totaled $35.8 million as against $27.1 million in first quarter 1961. Imports for first quarter 1962 were $23.2 million, compared with $29.9 million in 1961.

Government plans major reorganization of State oil agency, Yacimientos Petroliferos Fiscales (YPF). YPF to remain nucleus of petroleum policy and maintain exploration and exploitation operations, but refining, transportation and commercialization to be decentralized.

AUSTRIA—Tariffs for wide range of farm machinery reduced by 20-30% from October 1. Importers granted lower duties on condition that they pass on price reduction to customers.

CAMEROON—New traffic regulations in West Cameroon, effective Jan. 3, 1963, provide for driving on right as in East Cameroon. This opens market for left-hand-drive vehicles.

EEC—President Hallstein, speaking to European Parliament, outlines Community's economic progress during 1958-61: Industrial production increased 29%, gross national product 24%, internal trade 73%, external trade 27.4%—while world trade increased only 19.4%. Community's 1962 GNP expected to show increase of 4.5 to 5%.

GHANA—To conserve foreign exchange and increase revenue, Government has imposed higher income and excise taxes, and raised import duties on: rice, flour, fruits and vegetables, fish, aluminum roofing, soap, cigarettes, beer, radio sets, and gasoline. U.S. exporters should note lowering of purchase tax on electrical appliances, records, musical instruments, and refrigerators.

GREECE—Subsidiary of Dow Chemical Co. (first U.S. firm with plant in Greece) begins manufacturing polystyrene at Labvion. Plant expected to produce enough polystyrene to free Greece from dependency on imports.

HONG KONG—Large Italian trade mission finds Hong Kong has great potential as manufacturer of light industrial machinery under Italian licenses. Intensive sales promotion campaign, including 2-week trade fair in near future, under way.

INDIA—Ministry of Commerce and Industry rules out any restorations of import quota reductions announced last June and indicates imports may be cut further. Exports showing little improvement in 1962, and Ministry attributes this to lower world prices for primary commodities, increased domestic production costs, and obstacles placed in way of India's export by Common Market—with which India has its largest adverse trade balance.

Hewitt-Robins, Inc., of Stamford, Connecticut, and United Kingdom's Fraser-Chalmers Engineering Works of General Electric Co. each to hold 24.5% equity in new company, Tata-Robins-Fraser, Ltd., joint venture with Tata Iron and Steel Co. and Associated Cement Companies of India. Plant—first of kind in country—to be built at Jamshedpur, Bihar State, making complete range of materials-handling equipment for coal, steel, cement, and other industries.

ITALY—Preliminary statistics indicate imports from U.S. in July soared to $80 million (up 23.7% over July 1961), pushing January-July figure to $527 million—practically equal to record level of same period in 1961.

With inauguration by Cyanamid Italia S.p.A. of 2 plants in Catania, Sicily, American Cyanamid opens its largest pharmaceutical and agricultural chemical complex in Common Market area. One is $1 million antibiotic fermentation plant and other to produce Malathion, insecticide.

Walworth Co., New York, signs with Compagnia Tecnica Elettromeccanica S.p.A., Rome (TELME) and Fonderie Officine Meccaniche Calatine S.p.A., Sicily (FOMC), for construction of foundry and finishing shop at Caltagirone, Sicily.

NETHERLANDS — Largest chemical complex, Royal Salt-Ketjen, takes over shares of leading paint manufacturer, Sikkens Group N.V., in surprise merger.

100,000-ton-capacity nitrogen fertilizer plant to be built in Atlanta, Georgia, by Government-owned State Mines of Limburg (providing 49% of capital) in cooperation with Pittsburgh Plate Glass Co.

Schmutz Company of Louisville, Kentucky to construct plant for manufacture of machinery for cardboard and metal printing and wood finishing at Roosendaal.

PAKISTAN—Country's first dynamite factory (1,500-ton annual capacity) to be built at Wah Ordinance Plant in West Pakistan by Swedish firm, Bofors, which will have 49% share in financing. Plant to be completed within 1 year.

Pakistan Shell Oil Co., which found gas at Rashidpur and Kailas Tila in East Pakistan, has found gas of similar composition at Titas, near Brahmanbaria, some 50 miles east of Dacca.

Ferrostahl A/G of Essen, Germany, building 12 ferries to be used in East Pakistan's highway system for carrying vehicles and passengers across rivers. $2.7 million cost to be met from existing large German credit.

SIERRA LEONE—Priorities for long-range transportation facilities development to be listed on basis of 4-month survey being conducted by Transportation Consultants, Inc., Washington, D.C., with financing by Agency for International Development.

SINGAPORE—U.K. firm, Castrol, Ltd., granted pioneer status (relief from income tax for up to 5 years) for manufacture of brake fluid, gear oil, motor oil and diesel engine oil. Castrol's production, together with other petroleum products turned out by Shell, to cut heavily into import patterns.

Coffee-roasting plant to produce up to 40,000 lbs. per month being developed. Market response to small pilot operation has been unusually favorable and may lead to cuts in imports from U.S. of ground and instant coffee which totaled $90,000 in 1961.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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About the Cover

Thirty-six pens, used by President Kennedy in signing the Trade Expansion Act into law, were distributed to attending officials in the White House. Among those present, from left to right, were: ❶ Sen. Everett B. Jordan (N.C.) ❷ Luther H. Hodges (Secretary of Commerce) ❸ John W. Hight (Committee for National Trade Policy) ❹ Jack N. Behrman (Assistant Secretary of Commerce for International Affairs) ❺ Rep. Harold D. Donohue (Mass.) ❻ Rep. Hale Boggs (La.) ❼ Abram L. Chayes (State Department Legal Advisor) ❽ Representative Wilbur D. Mills (Ark.) ❾ Sen. Harry Flood Byrd (Va.) ❿ Sen. Robert S. Kerr (Okla.).

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Commerce leads way

Trade Expansion Act of 1962 is law

By LUTHER H. HODGES

Secretary of Commerce

On October 11, 1962, the President signed into law the Trade Expansion Act of 1962. The President's trade expansion proposals have received strong public support by business leaders and others. The overwhelming vote in Congress for the Act emphasizes widespread recognition that the long-run economic interest of the U.S. lies in expanding international trade.

LUTHER H. HODGES

I am proud of the role the Department of Commerce played in developing the trade expansion program and in presenting the Administration's views on the Trade Expansion Act to the Congress.

The Department of Commerce and the entire business community have great responsibilities under the new Act. I am anxious, therefore, that there be a broad understanding of the nature of the program proposed and what is expected of the business community in order to grasp the opportunities that will be afforded.

In the Trade Expansion Act of 1962, Congress grants to the President adequate authority to deal with the problems and challenges the U.S. faces in its trading relations with other countries. The authority to enter into trade agreements and to reduce tariffs will assure expanded export opportunities in the growing markets abroad, which will benefit American industry, agriculture and labor.

The basic and most important authority permits a reduction of tariffs by 50%. Additionally, low duties of 5% or less may be reduced or eliminated.

These authorities and others contained in the Act will permit the President to negotiate meaningful U.S. tariff reductions with all countries. In turn, we will expect to receive comparable reductions from all our major trading partners.

The special authority to reduce or eliminate duties in trade agreements with the European Economic Community is designed to meet the challenge to U.S. exports that formation of the Common Market has brought about. This means that the outer tariff wall of the Common Market should be reduced as quickly as possible, and certainly before complete free trade prevails internally among the Common Market countries.

The authority to reduce or eliminate duties on categories of trade for which the U.S. and the European Economic Community together account for 80% of the free world export value will permit the President to negotiate reductions in the Common Market's external tariff and maintain access to the growing market of the European Community.

Moreover, the use of this authority should result in substantial tariff reductions of all the industrialized nations of the free world, since the industrialized countries outside the Common Market will be expected to participate in tariff negotiations in the General Agreement on Tariffs and Trade (GATT) and grant comparable tariff reductions.

Agricultural duties

The authority to reduce or eliminate duties on agricultural and tropical products is designed to assure access to export markets for U.S. agriculture and the primary commodities of the developing nations, particularly tropical products.

It is to the interest of all nations to minimize artificial barriers to agricultural commodities, which encourage uneconomic production. Old preferential trading systems are dying out and are being replaced by new preferences in trade. While recognizing the desire for some arrangement between the Common Market countries and associated new nations in Africa and elsewhere, these arrangements must not be permitted to harm areas of the world, mostly less-developed nations, which are not tied economically or politically to the European Community.

The Trade Expansion Act fully recognizes that in order to meet the broad purposes of expanding trade, the competitive forces generated can result in hardship for some industries. I firmly believe that the pre-negotiation safeguard procedures will reduce to a minimum the cases of serious hardship resulting from tariff reductions.

As Secretary of Commerce I would like to emphasize the importance of the public hearings and the careful analysis of the tariff concessions the U.S. might consider.

The Government will depend primarily on the business community to inform it of those concessions the U.S. must seek in trade agreements, if the benefits of the Act are to be realized. The Department of Commerce will seek out the views and opinions of the business community with respect to proposed trade agreements.

The business community should respond with its views, not only in defining a company or industry's immediate interests but also in presenting views respecting the interest of the whole nation.

The safeguards which Congress has correctly established can be effective only to the extent that they are utilized in giving to the President the best informed views of leaders and others concerned with the production, consumption, sales and distribution of the goods of America's factories, farms and mines.

Flexible remedy

The tariff adjustment assistance provisions of the Act constitute a flexible and practical remedy for cases of industry hardship resulting from tariff concessions. The trade adjustment assistance which can be made available to firms and workers will minimize cases of individual hardship and will further enhance the economy's ability to adjust to the dynamic changes which result from the expansion of international trade.

The Act designates the Secretary of Commerce as Chairman of the Adjustment Assistance Advisory Board. I will seek the active support of the business community in serving on the industry committees in connection with the adjustment assistance program, since the success of the program will depend to a large extent upon private industry's initiative.

I would emphasize that the Trade Expansion Act places a joint responsibility on the business community and on the

Government to face up to the challenge of economic growth. It is the responsibility of the President and others charged with administering this program to achieve the greatest possible benefits to the U.S. economy by reduction in tariffs and other barriers to world trade.

Cooperative effort

It is the responsibility of American industry, agriculture and labor to present their views to the Administration on how best this overall goal can be achieved within the policies established by the President and the Congress. Producers, workers and we in Government must concentrate on those measures which will increase the competitive strength of our economy.

The Department of Commerce is fully prepared to act on proposals of American business to increase production by expanding sales in markets throughout the world. By meeting our responsibilities, we can indeed, through the Trade Expansion Act of 1962 "promote the general welfare, foreign policy and security of the United States."

Common Market official praises new Trade Bill

Giuseppe Caron, Vice President of the Commission of the European Economic Community, has declared that President Kennedy's Trade Expansion Act, just approved by Congress, was "another step on the part of the American people to bring about a more effective cooperation between the U.S. and Europe."

Mr. Caron, speaking to an audience of Italian-American leaders in New York City, said that "the Trade Expansion Act has been welcomed in Europe because men responsible for the progress of the European Community are convinced that the success of the free world's foreign policy will have to rely in great part on expansion of foreign trade."

"By the same token," he said, "our political unity will be equally and just as closely linked to our economic unity."

Earlier, Mr. Caron told an Overseas Press Club audience that British entry into the Community, under proper terms, would be "incalculable" in its benefit for the Western world. But he cautioned that such entry would have to take place under terms that would not "whittle away the strength of the Community, or even merely slow down the tempo of its growth and its onward thrust."

Trade Act Details

By HAROLD T. LAMAR

International Economist
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The Trade Expansion Act extends the authority of the President to enter into trade agreements and to modify import restrictions for a period of 5 years ending June 30, 1967. The President may enter into such agreements whenever he determines that any existing duties or other import restrictions of any foreign country or the U.S. are unduly burdening and restricting the foreign trade of the U.S. and that any of the purposes of the Act will be promoted thereby. The President is authorized to make changes in the duties and other import restrictions of the United States which are required to carry out any trade agreement entered into under the Act. He may also agree to continuance of existing duties or duty-free treatment.

The President is authorized to reduce by 50% rates of duty existing on July 1, 1962. In addition, the President may reduce by any amount or completely eliminate rates of duty:

(a) in trade agreements with the European Economic Community on articles included in the categories of goods for which the United States and the European Economic Community (Common Market) together account for 80% or more of the free world export value of such goods;

(b) in trade agreements with the European Economic Community on articles referred to in the U.S. Department of Agriculture, *Agricultural Handbook* No. 143, if he determines that such modification will tend to assure the maintenance or expand United States exports of the like articles; and

(d) on articles defined as tropical agricultural or forestry commodities if he determines that the like article is not produced in the United States and provided that the European Economic Community has made a commitment on a substantially non-discriminatory basis with respect to import treatment of the commodity which is likely to assure access to its markets comparable to that which the article will have in the United States market.

The President may also reduce or eliminate a rate of duty on an article for which the ad valorem rate or its equivalent is 5% or less.

The President may increase any rate of duty up to 50% above the rate of duty existing on July 1, 1934. The President is also authorized to modify existing import restrictions other than duties, and to impose other import restrictions such as quotas.

Presidential limitations

The President is required to reserve from negotiations for further tariff concessions on any articles with respect to which there are outstanding proclamations:

(a) under the national security provision;

(b) under the escape clause provision, or in certain cases where the Tariff Commission has made a finding of injury but the President has taken no escape clause action; and

(c) under the President's authority to negotiate international agreements (orderly marketing agreements) limiting the exports from foreign countries and imports into the United States.

Before the President can enter into a trade agreement he must follow certain procedures. These procedures are directed to providing assurances to U.S. industry that the President will take no action under the authority granted until he is fully informed and has weighed the probable economic effects of a proposed agreement. The requirements concerning negotiation of trade agreements are as follows:

1. Public list. The President must publish and furnish the Tariff Commission with a list of articles which may be considered for tariff reduction in a proposed trade agreement. For any article on which a tariff reduction of more than 50% is contemplated the list must specify the pertinent statutory authority.

2. Tariff Commission Advice. After receiving the list, the Tariff Commission will conduct a study of each article and advise the President within six months of its judgment as to the probable economic effect on domestic producers of the like or directly competitive article.

The Commission is directed to the ex-

tent practicable to investigate competitive conditions, analyze trade of each like or directly competitive article in terms of employment, profit, use of productive facilities and other relevant economic factors, describe probable changes the proposed modification in tariffs would cause, and make special studies as required. During the course of its study the Commission must hold public hearings, after reasonable notice.

The judgment of the Commission as to the likely effect of tariff reduction is to assist the President in making an informed judgment as to the impact that might be caused by the proposed tariff reduction on U.S. industry, agriculture, and labor.

The President cannot offer a tariff concession on any article until he has received the judgment of the Tariff Commission. In the event the Commission fails to provide advice within six months the President may act provided he has received a summary of the public hearings which are required to be held by an interagency committee.

3. Interagency Study and Public Hearings. Prior to the conclusion of any trade agreement the President must seek advice from the Departments of Agriculture, Commerce, Defense, Interior, Labor, State, and the Treasury and other appropriate sources, with respect to the proposed trade agreement.

As a part of the gathering of information and views, the President must afford any interested party with an opportunity to present his views concerning the public list of articles for which tariff concessions are to be considered, and also concerning any concessions which should be sought by the United States or other relevant matters.

A summary of these required public hearings must be prepared for the President by an agency or interagency committee designated by the President to conduct such hearings and to provide the procedures and regulations for such hearings.

General provisions

The Trade Expansion Act of 1962 continues some of the policies and provisions which have in the past set the course for the trade agreements program. In most instances the new provisions make for a closer relationship between the President and Congress in the conduct of the trade agreements program. The general provisions may be summarized as follows:

Reports to Congress. The President must transmit to each House of Congress a copy of each trade agreement entered into, and a statement in light of the advice by the Tariff Commission, and other revelant consideration, of his reason for entering into the agreement.

In addition, the President and the Tariff Commission are required to submit annual reports to the Congress on aspects of the trade agreements program provided for in the Trade Expansion Act.

Special Representative and Interagency Trade Organization. The President is required to appoint a Special Representative for Trade Negotiations. This Presidential appointee must be confirmed by the Senate and will be chief representative of the United States in all trade negotiations authorized by the Act. This Special Representative will also be chairman of an interagency trade organization, which is specially provided for in the law.

On the dotted line . . .

Five cabinet members and 15 congressmen representing both major parties and some of the most totally landlocked states in the Union assembled in the Cabinet Room of the White House shortly before noon on October 11, to witness the signing of the Trade Expansion Act of 1962, a measure designed to benefit all areas and walks of American life.

Secretaries Rusk (State), Dillon (Treasury), Hodges (Commerce), McNamara (Defense) and Freeman (Agriculture) represented the Executive Branch, while Senators Mike Mansfield (D-Mont.), Robert Kerr (D-Okla.), Hubert Humphrey (D-Minn.), John Pastore (D-R.I.), Harry Byrd (D-Va.), Russell Long (D-La.), John Williams (R-Del.), and Everett Jordan (D-N.C.) were on hand from the Senate and Representatives Wilbur Mills (D-Ark.), Cecil King (D-Cal.), Hale Boggs (D-La.), Eugene Keogh (D-N.Y.), John Byrnes (R-Wis.), Howard Baker (R-Tenn.) and John J. Flynt (D-Ga.) represented the House.

At noon they filed into the Fish Room for the official ceremony.

Calling the Act "the most important international piece of legislation affecting economics since the passage of the Marshall Plan," Mr. Kennedy signed H.R. 11970 into law.

Thirty minutes (and 36 fountain pens) later, it was all over but the exporting.

In addition to the Chairman, this organization will be composed of the heads of such departments and other officers as the President shall designate. This organization will assist the President in carrying out the functions provided in the Act. Specifically it is required to advise him by:

1. making recommendations on basic policy issues arising in the administration of the trade agreements program,
2. making recommendations on Tariff Commission reports with respect to tariff adjustment,
3. advising the President of the results of hearings held under the Act concerning unjustifiable and unreasonable foreign import restrictions, and making recommendations as to appropriate actions.
4. performing such other functions as required.

The Trade Expansion Act provides that two members of the House Ways and Means Committee and two members of the Senate Finance Committee will be accredited as members of the United States delegation to tariff negotiations. The President will select these Congressional delegates upon recommendations of the Speaker of the House and the President of the Senate, but no two members from each House of Congress may be of the same political party.

Most-favored-nation policy

The Act continues the historic policy of the most-favored-nation principle, under which tariff reductions or other concessions made under authority of the Act are extended to products of all foreign countries. An exception to this broad principle is that products of communist countries or areas will not be permitted to benefit from any trade agreement concession.

The effect of the Act is to prevent as soon as practicable the extension of most-favored-nations treatment to Poland and Yugoslavia; which has previously been granted such benefits as a result of prior Presidential determinations that they were not controlled or dominated by Communism in the same manner as the Soviet Union.

The Act contains various provisions directed against unjustifiable foreign import restrictions. For example, the President is required to take action against products of countries which maintain unjustifiable import restrictions which impair the value of tariff commitments which they have made to the U.S.

The Act directs the President to take all appropriate and feasible steps, including

abstaining from negotiations or withholding trade agreement benefits, to eliminate such restrictions.

The President may not negotiate reductions of U.S. tariffs to obtain a reduction or elimination of such restrictions.

However, the President may impose duties or other import restrictions if he deems such action necessary to prevent the establishment or obtain the removal of unjustifiable import restrictions against and to provide access for U.S. agricultural products in the foreign market on an equitable basis.

Through the interagency trade organization, the President must provide for public hearings in which interested persons will have the opportunity to present factual information and their views respecting foreign import restrictions.

Staging

All tariff concessions granted in trade agreements must be put into effect gradually, in general in at least 5 annual installments. The only exception concerns concessions granted under the tropical agricultural and forestry products authority. For purposes of simplifying duty computations the President may round rates of duty to within specified limits.

Post-Agreement safeguards

In granting tariff concessions in trade agreements the United States is extending freer entry into the U.S. market to imports in exchange for freer access to markets abroad for United States exports. Like any exchange each country expects to gain through expanded trade opportunities.

Each country seeks to prevent those increases in imports that could cause immediate and serious hardships for domestic producers of competing products. The pre-agreement procedures and safeguards described above should reduce to a minimum the cases of serious hardship resulting from tariff reductions, especially since it is known that successful adjustments to changed competitive conditions are continually being made in our economy.

However, it is recognized that all of the results of tariff concessions cannot be foreseen, and cases of serious economic dislocation can be ameliorated by the post-agreement safeguards provided in the Trade Expansion Act.

The Trade Expansion Act continues in almost identical language the national security provisions of past trade agreements legislation. These provisions authorize the President, under stated procedures and conditions, to take such action he deems necessary to control or adjust imports when he finds such imports are threatening to impair the national security.

Tariff adjustment

The Act also continues, in modified form, the escape clause procedures. If a domestic industry feels that it is threatened with or is experiencing serious injury from increased imports as a result of a tariff concession, it can petition the Tariff Commission for tariff adjustment assistance.

When any industry or labor group meeting the standards of the Act submits a petition for relief to the Tariff Commission the Commission is directed to conduct an investigation and report its findings to the President as to whether such injury exists.

If the Commission finds such injury it is required to recommend to the President the amount of tariff relief or other form of import restrictions necessary to prevent or remedy the injury. The Commission must complete the investigation and forward its findings to the President within six months.

If the Commission does find that serious injury exists or is threatened, the President must either accept the findings of the Commission and place the recommended relief into effect, or if he rejects or modifies the action proposed by the Commission he must notify the Congress and explain his reasons for not doing so. If the President does not take the recommended action, the Congress may place the recommended relief into effect by passing a concurrent resolution by majority vote of both Houses of Congress. Time limits are required for action by the President and by the Congress.

As an alternative to tariff adjustment relief under the escape clause procedure the President is authorized to enter into international agreements (orderly marketing agreement) with foreign countries which would limit the amount of exports from such countries and imports into the United States of the articles causing or threatening to cause serious injury to a domestic industry.

Adjustment assistance

In the Trade Expansion Act it is recognized that while import competition may not be causing serious hardship to an entire industry, one or more individual firms or groups of workers could be experiencing serious hardship due to imports. In such cases the granting of tariff relief might be considered inappropriate.

Likewise, although an industry may be eligible for granted tariff relief, other forms of adjustment assistance might prove equally or more helpful in the long run in improving the competitive position of the domestic industry. It was a recognition of these and other considerations which led to the inclusion of adjustment assistance in the post-negotiation procedures of the Trade Expansion Act.

Adjustment assistance machinery is set up as an alternative or an addition to escape clause procedures for dealing with trade adjustment. In those cases where the President concurs in a Tariff Commission finding of serious injury to an industry, he may make adjustment assistance available. In such cases the firms and groups of workers in the industry may apply for assistance to the Secretary of Commerce and the Secretary of Labor respectively. Without regard to tariff adjustment individual firms or groups of workers may petition the Tariff Commission directly for an injury investigation to determine their eligibility for adjustment assistance.

The Tariff Commission is directed to conduct an investigation and notify the President if it finds that imports, as a result of a tariff concession, are causing or threatening to cause serious injury to a firm or group of workers.

After receiving the Tariff Commission report containing an affirmative injury finding as to a firm or group of workers, the President may certify them as eligible to apply for adjustment assistance.

Assistance to firms. The following types of adjustment assistance may be available:

a. Technical assistance
b. Loans, and
c. Tax relief in the form of permission to carry back a net operating

Official says trade bill will up U.S.-Canada trade

The U.S. Trade Expansion Act of 1962 will give businessmen in Canada and the U.S. "mutually beneficial opportunities to advance their flourishing export-import trade," Robert L. McNeill, Executive Secretary of the Commerce Department's Trade Policy Committee said recently in Montreal.

"Canada, which last year exported nearly $3.3 million to the U.S. and imported close to $3.6 million in U.S. merchandise, is our leading trade partner," the U.S. official stated. "The Trade Expansion Act, by strengthening Presidential authority to negotiate with other nations for the mutual lowering of tariffs, will further free the flow of goods moving in both directions across the U.S.-Canadian border."

loss for tax purposes to 5 years rather than the normal 3 years. The actual tax benefit is to be calculated in each instance by the Treasury Department.

Firms previously found eligible may file a proposal for their economic adjustment with the Secretary of Commerce. If the Secretary determines that the proposal meets the standards set forth in the Act, he is authorized to certify the proposal and refer it to such government agencies as he determines to be appropriate to furnish the technical and financial assistance necessary to carry out the proposal. If that agency or agencies do not furnish the assistance, the Secretary may do so under his residual authority in the Act.

Assistance to workers

Adjustment Assistance to workers will be the direct responsibility of the Secretary of Labor and will include the following types of aid:

a. Weekly allowances for unemployment
b. Retraining, and
c. Relocation allowances in certain cases.

AAA Board

The Secretary of Commerce is designated as Chairman of an Adjustment Assistance Advisory Board, which also consists of the Secretaries of Treasury, Labor, Interior, Health Education and Welfare, the Administrator of the Small Business Administration and other officers as the President deems appropriate. The function of this Advisory Board is to advise the President on the development of coordinated programs for adjustment assistance.

Policies and procedures respecting to tariff adjustment and the trade adjustment assistance programs will be published after the Departments and agencies involved have had an opportunity to study the guidelines as laid down by the Congress, and in the Executive Orders and other necessary regulations to be issued by the President.

THIRD RUNWAY PLANNED

A third runway is being planned for Fiumicino (Rome) airport. Additional investments include new buildings, an expansion of parking space for aircraft, improvement of flight and landing assistance facilities. Cost of the runway and improvements will be an estimated $45 million.

West Europe goods trail in general U.S. import rise

The August increase in seasonally unadjusted general imports into the U.S. from $1,337 million to $1,359 million reflected increases from all areas except Western Europe, according to the U.S. Census Bureau.

Shipments from Canada were up $6.3 million to $319.3 million; imports from Latin America were up $5.2 million to $260.2 million; and goods received from "all other countries" rose $16.2 million to $426.1 million.

Imports from Western Europe dropped $5.9 million to $353.2 million. The Census Bureau also pointed out that imports from the OECD countries in Europe fell $7.3 million to $344.6 million, while those from sterling area countries rose $3.2 million to $248.7 million. Increased imports were reported from all continents except Africa and Europe.

Sales to Oceania

The rise in shipments from Australia and Oceania from $31.9 million to $46.7 million was primarily due to sales increases by New Zealand, Western Samoa and Australia.

Imports from South America rose from $186.1 million to $200.3 million, due to a substantial increase from Venezuela and less noticeable increases from Colombia and Brazil, which were partially offset by lower imports from Chile.

The slight rise in imports from the rest of North America was due to the already mentioned increase in Canadian sales, and to higher import levels from the Netherlands Antilles. Mexican shipments to this country decreased, however.

Imports from Asia advanced from $262.6 million to $266.8, with a healthy rise in shipments from Japan more than offsetting a drop in imports from the Philippines.

The drop in imports from Africa, from $66.4 million to $51.1, reflected lower import levels from the Republic of South Africa, the United Arab Republic, Ghana, Sudan, and the Federation of Nigeria.

Imports from Europe fell from $365.9 million to $361.5 million, owing chiefly to declines from Norway, France and the United Kingdom, which were largely offset by increased shipments from West Germany and Italy.

U.S. accepts long-term cotton textile arrangement

The U.S. has formally accepted the Long-Term Cotton Textile Arrangement negotiated at a meeting of the Cotton Textile Committee of the General Agreement on Tariffs and Trade (GATT) in Geneva from January 29-February 9, 1962.

Nineteen nations, representing the principal cotton textile exporting and importing nations of the Free World, participated in drafting the arrangement.

The new arrangement provides for development of world cotton textile trade in a reasonable and orderly manner during the 5-year period commencing October 1, 1962.

The arrangement provides the American cotton textile industry with a 5-year period in which it may plan its production and sharpen its competitive position with the confidence that foreign imports will not disrupt domestic markets.

Commerce may restrict black walnut log exports

Views on whether export restrictions should be placed on black walnut logs under the short supply provisions of the Export Control Act of 1949 are being solicited by the U.S. Department of Commerce.

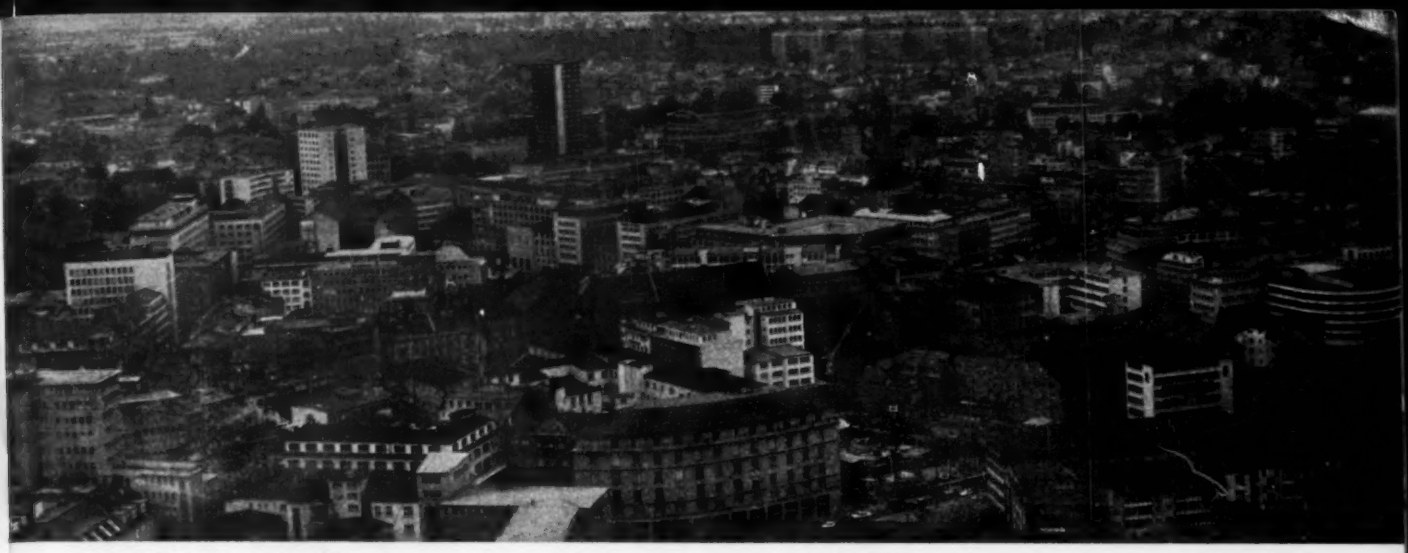
The Department is studying a request to restrict such exports, which was made by the American Walnut Manufacturers Association on behalf of American manufacturers of black walnut veneer.

Representatives of walnut log exporters and related interests have formed a Committee of American Log Exporters to oppose the controls.

A meeting was held by the Department of Commerce on September 12 for preliminary discussion of the need for controls. The Committee of American Log Exporters was granted 60 days in which to prepare and submit additional evidence with respect to their opposition to the controls.

Accordingly, another meeting in November will be open to anyone or any group wishing to be heard on the matter.

In the meantime, any individual or group desiring to present written information on the subject may address it to Daniel L. Goldy, Administrator, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. Written views received before the meeting will be given the same consideration as information presented at the meeting itself.



IN HEART OF EUROPE'S COMMERCE: Panorama of booming Frankfurt. Zurich Haus, tallest building rising to left, will house the new U.S. Trade Center.

GATEWAY TO COMMON MARKET

First U.S. Trade Center on European Continent opens November 14 in Frankfurt

Third such installation abroad to boost sales of United States products; electrical appliances selected to trigger series of exhibits

As a vibrant part of the Export Expansion Program of the United States, the first permanent Trade Center on the continent of Europe will open in Frankfurt November 14, with a promotion of electrical appliances.

The third such permanent U.S. installation set up overseas to boost sales of American products, this center complements those established in London in June 1961 and Bangkok in May 1962. A fourth center is to be opened in Tokyo early next year.

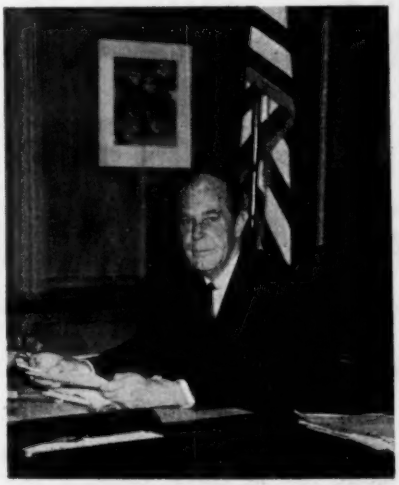
The Trade Center, operated by the U.S. Department of Commerce in cooperation with the Department of State, will provide a showcase where American goods can be displayed, and sold, with emphasis on promoting and assisting exhibitors in obtaining permanent sales presentation. Thirty-one U.S. manufacturers will exhibit a full range of electrical appliances this fall when the Center opens.

The Federal Republic of Germany was recognized as an important market for U.S. products and Frankfurt selected for the first Trade Center on the continent after careful study of several potential sites. Secretary Hodges said: "Frankfurt's location in the heart of the European Common Market insures a large and receptive business audience for Trade Center promotions featuring new American products. Marketing surveys conducted by the Department indicate that Frankfurt may be a near perfect test market for the U.S. businessman."

U.S. sales to Germany last year totaled $1.5 billion, continuing the growth pattern of postwar years. A population of nearly 55 million people and a wholesale trade turnover of about $45 billion in 1961 coupled with substantial purchases from the United States made Germany an outstanding location for the first continental Center. The Secretary added that, "Although U.S. exports to West Germany are high, the market merits more attention than it receives from many American firms. A Frankfurt Center will perform a dual educational promotional function by attracting our manufacturers to fill existing demand with American manufacturers. In exposing their products, these firms will inevitably become better aware of the requirements of the German market."

Frankfurt has long been recognized as a center of international trade as well as an important point of wholesale distribution, advertising, and market research. As the Common Market expands, the importance of a trade center accessi-

RIBBON CUTTING: Walter Dowling, U.S. Ambassador to the Federal Republic of Germany, is to preside at ceremony opening new U.S. Trade Center.



ARTIST'S CONCEPT: Front view of newest U.S. Trade Center, to be located in downtown Frankfurt; construction is now underway at 2 Bochenheimer Landstrasse in preparation for the opening next month.

ble to all its present and prospective members is vital.

The display area will occupy 10,000 square feet in Zurich House, a new commercial development in the heart of Frankfurt, where U.S. products specially selected for their sales potential will be exhibited. The Center will have conference rooms and trade-promotion staff offices, a professionally staffed commercial library, local telephone services, and facilities for showing slides and films of products.

Services to spur business

Promotional activities will be handled by Commercial Officers of the U.S. Foreign Service and professional public relations counsel. A series of promotions, each featuring a selected product theme, will be presented. Each promotion will be backed by a publicity campaign designed to assure attendance of the principal German buyers, agents, and distributors as well as those throughout Western Europe. In keeping with the trade-center program's strictly-for-business approach, promotions at Frankfurt will be directed to the trade. Every effort will be made to bring buyers and agents into the Center to view the displayed U.S. products.

The U.S. Trade Center in Frankfurt will make it possible for the Department of Commerce to offer to American manufacturers, on an industrywide basis, an inexpensive means of entering the export market, of obtaining representation, making sales, and testing the market reaction to their American products. The Department Field Offices will be pleased to give personal advice and assistance to exhibitors regarding export selling and trade procedures.

Electrical appliance show

Electrical appliances were selected as the product theme for the first exhibit at the Frankfurt Center because a market survey by the German branch of the J. Walter Thompson Co., points to a strong potential market for these products. The market potential in other Common Market countries also is developing rapidly.

The opening show is being presented with the cooperation of the National Electrical Manufacturers Association, National Housewares Manufacturers Association, Institute of Appliance Manufacturers, Vacuum Cleaner Manufacturers Association and American Home Laundry Manufacturers Association. Exhibit space at the Electrical Appliance Show has been allocated on a first-come first-served basis. Among products to be included are small and major appliances, electric housewares, and the electric floor care equipment (radio, television, hi-fi, stereo, and power tools will not be included in this show).

Promotion of electrical appliances to inaugurate Frankfurt sales center; market potential seen

Display facilities equipped with 110-volt, 50-cycle current for convenience of U.S. manufacturers

A promotion of electrical appliances will inaugurate operation of the new U.S. Trade Center to be opened November 14 in Frankfurt, the heart of the European Economic Community (EEC). The center, like those that preceded it in London and Bangkok, will offer American manufacturers an opportunity to enter or increase sales in Germany and other Common Market countries.

U.S. manufacturers of electrical appliances have been invited to exhibit in the show; 31 are participating (see p. 17).

Since World War II the economy of the German Federal Republic has grown phenomenally. Economic indicators show that the rate of growth in Germany has been faster than that for the Common Market or the United States, according to a study of the market for electrical appliances prepared by the German branch of J. Walter Thompson. The gross national product has increased by one-half during the past 10 years. The average monthly expenditure of a family of four in 1961 was 231 percent of what it was in 1950. Despite the rapid expansion in ownership of electric appliances, the percentage of households owning such appliances is much lower than in the United States, indicating a potential for considerably more expansion.

Population, also increasing, is expected to reach the 60 million mark by 1975. Households, at 17.6 million (excluding Berlin), are increasing at the rate of 1% annually; it is expected that by 1966 there will be 20 million households in Germany. These trends point to a good potential market for electrical products.

Electrical household appliances are recommended as an excellent theme for the Frankfurt Trade Center, according to the Thompson research study, because appliance ownership (in Germany) has been increasing rapidly and there is a great deal of interest in home appliances on the part of the German consumer. "The German consumer is also well aware of the labor and time-saving devices available to the U.S. housewife," the report adds.

The steadily increasing imports of electrical appliances reveal a potential and growing market for American-made appliances. The report states that many of the small appliances so popular in the United States are still new and in some instances appear to be unknown (in Germany). The market potential is developing rapidly in other Common Market countries also.

Although German electric current is 220 volts, 50 cycles, U.S. manufacturers currently producing only 110-volt appliances may utilize the show to test the German market before making a decision to produce a line of 220-volt appliances. For the convenience of such manufacturers, the display facilities of the Trade Center also are equipped with current of 110-volts, 50 cycles.

KEY MEN SERVING YOU: Left to right, Paul H. Brent, commercial attache in Bonn; E. F. Becker, director, and Kenneth B. Dyer, manager, new U.S. Trade Center. All have served with Commerce Department.

Schedule

LONDON

U.S. Dept. of Agriculture Exhibit: Oct. 9-26.

Medical and Surgical Supplies and Equipment: Nov. 8-30.

Children's Christmas Book Show: Dec. 12-21. **

Toys and Games: Jan. 22-Feb. 8, 1963.

FRANKFURT

Electrical Appliances: Nov. 14-Dec. 7. *

Automotive Service Equipment: Jan. 8-25, 1963.

Toys and Games: Feb. 5-22, 1963.

BANGKOK

Automotive Service and Maintenance Equipment: Oct. 1-Nov. 2.

Air Conditioning and Refrigeration Equipment: Nov. 27-Dec. 28.**

Automobiles-Trucks: Jan. 15-Feb. 8, 1963.**

Small Farm Machinery and Equipment: Mar. 5-Apr. 12, 1963.

TOKYO

Industrial Instruments & Laboratory Apparatus: Mar. 18-Apr. 12, 1963. *

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* Denotes opening show.

** Denotes shows prepared by Embassy commercial staff using stocks of American-made goods held abroad by agents of U.S. firms.

Companies interested in participating in any of the regularly scheduled shows listed above are urged to write to the Department of Commerce, Trade Centers Division, Washington 25, D.C., for full information and market data.

New sales outlets boost U.S. products overseas; free-world network seen

Influence spreads far beyond cities and countries in which centers are located; ribbon-cutting for fourth area planned early next year

By EDWARD J. KRAUSE
Director, Trade Centers Division

The Trade Centers Program of the U.S. Department of Commerce is a recent innovation in this country's efforts to expand its volume of exports. The program envisages a network of U.S. Trade Centers in strategic free world market areas where there is a present or potential demand for American goods.

EDWARD J. KRAUSE

The influence of the Trade Centers is not limited to the cities nor the countries in which they are located. The London Center attracts agents from all over the United Kingdom as well as Ireland and the Continent. The Bangkok Center, only recently opened, serves all of Southeast Asia. The Frankfurt Center initially will serve all the Common Market nations. Ribbon-cutting ceremonies will be held for a fourth center early next year. The location will be thriving Tokyo, but agents in all of booming Japan will receive word of its availability.

Many businessmen who have requested these centers are heads of small companies that have wanted shares of the lucrative foreign market but have been unable to take part because they have lacked know-how, couldn't afford the expense, or both. They needed help in setting up shop overseas.

Launched in June 1961 in London, the Trade Centers Program has proved of particular assistance to small firms hoping to export. From June 1, 1961, through July 1962, products of more than 350 U.S. firms have been displayed, promoted, and sold in a series of nine exhibits featuring such items as housewares, apparel, bourbon, toys and games, lamps, photographic equipment, and ladies handbags and accessories.

A total of more than $3 million in over-the-counter sales has been recorded by these firms at the first U.S. Trade Center in London. An even greater volume of sales is expected to result from buyers who, having been introduced to the displayed U.S. products, place orders during the months following the exhibits. During the various exhibits, more than half of these firms met and negotiated agreements with British and continental agents for long-term representation of their products in British and European markets. Many of the remaining unrepresented firms are actively negotiating for long-term representation.

The opening housewares exhibit in London resulted in placement of orders totaling over $1 million by visiting British buyers, and in addition, substantial subsequent orders. Also, almost all of the unrepresented firms which participated in the London show obtained permanent agents and distributors. As an example, one small American lamp manufacturer was approached by six British agents seeking to represent the company in Great

EARLIER SUCCESSES: Rimming this article are scenes from exhibits of various products which have been promoted at the Centers in London and Bangkok, attracting agents and buyers from far and near.

Britain and Europe. Another enthusiastic British agent placed an on-the-spot $10,000 order and was willing to guarantee $100,000 in sales during the next 12 months.

Other exhibit participants experienced similar results.

"The show was very successful and our products have received wonderful acceptance. There is no doubt that we will get business," said a manufacturer of household and electrical equipment.

The Trade Centers are particularly useful to American firms not active in the export trade. Many unrepresented firms obtained agents in the United Kingdom through Trade Center promotion, and requests for agencies were received by participants from points as far removed as Kenya and Chile.

A housewares manufacturer stated that as a result of the show he now has an associate company in London which has undertaken an intensive marketing program throughout the British Isles, including television advertisements and demonstrations. The product has "caught on like wildfire as it has in the United States", he added. In one month, shipments amounted to $300,000 and sales are expected to increase.

Another company, whose products were introduced through the London Housewares Show, stated that sales following the show have amounted to about $20,000. This fall the firm plans a promotion campaign to raise sales to $100,000 annually. The product is outselling local competition in the British market.

Newcomers gain

Firms without previous experience in foreign trade have obtained substantial benefits and knowledge through Trade Center participation. For instance, an Atlanta toy manufacturer new to the export field received orders at the Toy and Game Show last January that will account for 10 to 15% of total sales during the year, according to the manufacturer's statement. Another firm, in the export field to a small extent, exhibited at the London Center and during the show made sales in excess of $250,000.

A company representative said that the London Housewares Show was a success for his company, which obtained knowledge of the British market, received many inquiries, and made some sales to visitors. As a result, the company is completing negotiations with a representative in London. Previously, this company had no export sales; but in the past year exports amounted to $25,000 and are expected to increase.

At the recent Photographic Industries Exhibition at the Center in London, business orders written at the exhibit amounted to $145,000 with potential sales estimated at many times that figure. All exhibitors said they developed more potential business than they thought they could. One large manufacturer of photographic equipment stated: "We kept records of genuine trade inquiries . . . and these amounted to something over 250." Potential buyers came from fields of industry and business previously unexplored by several exhibitors.

Another success

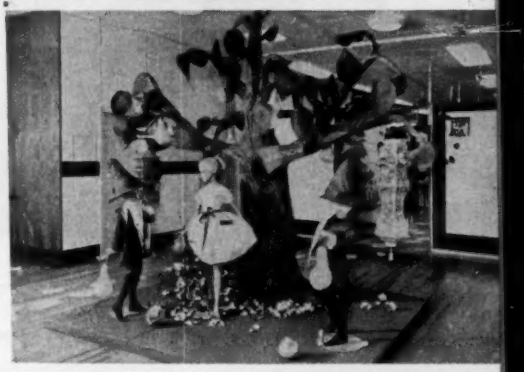
The U.S. Southeast Asia Trade Center opened on May 8 of this year in Bangkok, Thailand, with an exhibition of light industrial wood working machinery. Twenty U.S. manufacturers participated in this show. Eight of these participants did not have local agents in Thailand, but before the opening of the show seven local agency agreements were concluded.

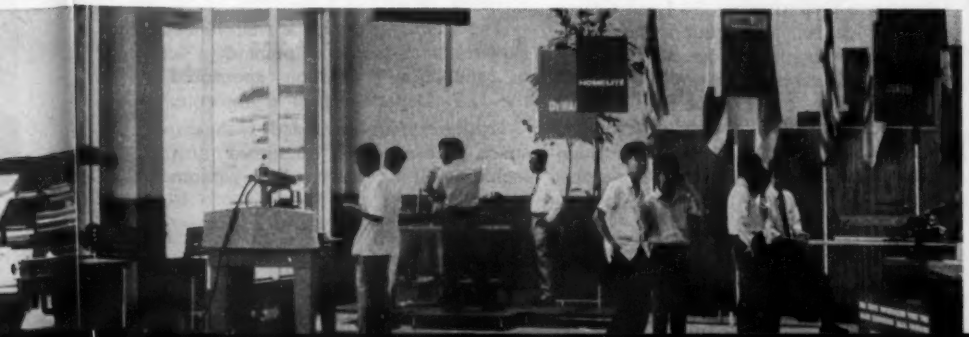
One firm reported that a radial arm which had been in stock with a local agent for 6 months prior to the show was sold during the first day as a result of the demonstration. Six additional saws were reported sold as a result of the exhibit.

Another firm, the agent for a U.S. chain saw manufacturer, reported: "We did 1 year's business in this line in 1 month at the Trade Center."

A report from Bangkok states that from a merchandising point of view, the exhibits will open the eyes of many firms distributing U.S. products in the area and it is hoped that successive shows will help maintain the aggressive approach generated at the Trade Center.

Be it London, Frankfurt, Bangkok, or Tokyo, investigate possibilities open to YOUR firm by one or all of these showcases which are an effective, inexpensive way to expand exports.





NEW COMPLEX OF OFFICES AND SHOWROOMS: Zurich Haus, in a rapidly developing commercial area of Frankfurt, will have 10,000 square feet of space ready the middle of next month for U.S. product displays.

Trade Centers offer small business opportunity to test markets abroad, promote sales at little expense

Commerce Department eager to assist businessmen unfamiliar with export markets and procedures

There is nothing mysterious about exporting!

You don't have to be a giant corporation to tap the lucrative export market—many small and medium-size companies are doing from 10 to 35% of their business overseas. If the United States is to increase exports, a strong spur to export expansion will be the shipments of thousands of small American manufacturers.

The U.S. Department of Commerce realizes the pressing need for assistance to the small businessman who is unfamiliar with export procedures and who may not have financial resources for extensive international market research. The Department encourages small business to reach profitable overseas markets and is prepared to offer every possible assistance to reduce the problems and expense involved in selling products in these markets.

The small manufacturer planning to enter foreign markets needs answers to certain basic questions: Has he the facilities to supply his product for export in addition to his existing domestic sales? How should he organize to sell abroad? Which countries afford the best markets? Can his products be competitive? How can he obtain reliable foreign representation? What special procedures are required for export? The Commerce Department is prepared to offer direct, practical guidance to the small businessman in answering these questions.

Services available

The Bureau of International Business Operations in Washington or any of the Commerce Department's 34 Field Offices can provide full information and assistance on foreign trade operations to all U.S. firms interested in starting or expanding their export operations. This assistance includes counseling service, detailed information on specific foreign markets, trade lists by product or commodity group within a specific country, individual reports on foreign firms (World Trade Directory reports), Trade Contact Surveys, and specific trade opportunities published in the *Commerce Business Daily* and in *International Commerce*, the Department's weekly which presents general detailed economic and commercial information gathered through the worldwide facilities of the Foreign Service.

How Trade Centers operate

Conceived as showrooms for smaller manufacturers, Trade Centers are designed to provide opportunities for businesses to show their wares, to negotiate with agents, distributors, and buyers, and to sell their goods. If a firm is already established in the market, Trade Center promotions act as sales stimulants, or offer a chance to broaden distribution or introduce new products.

Each Trade Center promotion features a single selected product theme chosen after market studies have revealed good sales potential. No effort is spared to identify and attract foreign buyers to the Center, which is the goal of all promotional activities. Exposure to a full range of buyers, agents, and distributors enables the American participant to achieve a market test for its products with minimum effort and expense.

These centers, unlike trade fairs, are permanent installations within which the products of a different industry are shown to the trade every 6 weeks or so.

Market studies help

To assist you in determining the market potential for your products abroad, market studies upon which product selection is based are prepared by professional research agencies retained by the Trade Center. A summary of these studies is available to companies interested in participating in a particular show. Studies of the market potential of a number of products are underway to select product themes for other promotions; the themes will be announced to allow interested American manufacturers ample opportunity to benefit from participation in this latest joint venture in export expansion between industry and Government.

Display facilities excellent

The Center provides a well-publicized showroom as the focal point of a series of production promotions sponsored by the U.S. Department of Commerce.

Exhibitors are provided with display space, professionally designed displays including all necessary exhibit equipment,

conference rooms, a professionally staffed commercial library, local telephone facilities, and facilities for slides and product films. There is no charge for use of space facilities, or services at the Center.

Exhibitors assume the costs of packing, shipping, insurance, and duties to the Center site, and contribute a specified sum—usually $250—to an Exhibitors Joint Fund to be used for promotion.

Each exhibit must be manned by a representative from the United States, or by the exhibitor's local agent, or by a temporary attendant who may be obtained through the Trade Center.

Promotion and publicity

Preparations for a promotion begin months in advance of each exhibit. Planning is initiated with a list of products which appear to have the best sales potential in a given market. When a survey of American manufacturers shows that enough interest exists in a product, and the pertinent trade and market information is analyzed and interpreted, the Trade Centers Division of the Department of Commerce, in consultation with American trade associations, trade journals, and others in the field, makes a final selection of a carefully defined product theme.

The Trade Centers Division then conducts a vigorous campaign to stimulate those here at home to exhibit in these shows and to take advantage of the unique export opportunities which the markets offer.

The heart of the Center's activities lies in the services provided by its promotion and commercial staff. A public relations firm undertakes an extensive and intensive promotional campaign designed to bring buyers to the Center from every important sales area in the Common Market countries. A publicity campaign for each product promotion — reinforced with newspaper and trade paper advertising, radio, special press conferences, invitations—tell foreign buyers that they will see a representative selection of this country's production in their field of interest.

To indicate how well this program has worked, one British representative of an American manufacturer who exhibited in the Toys and Games Show in London last January commented that he had been able to see more buyers in terms of gross buying power in 1 week at the Center than he had seen during an entire year of sales calls.

EEC represents great market in highly industrialized area

Each of the six member countries offers good export opportunities but they must be pursued vigorously

Situated in the heart of the European Economic Community (EEC), the Trade Center at Frankfurt will help U.S. businessmen reach a great market of 170 million people in Europe's most highly industrialized area.

The Community in 1960 imported more than $20 billion worth of goods, of which $4.1 billion came from the United States, its largest supplier and customer. The rapid modernization and expansion of industry within the Community, the progressive elimination of trade barriers between its members, and the swelling demand there for all types of goods make this area not only our chief competitor in European and other foreign markets, but also a promising target for intensive U.S. sales efforts. Sales opportunities, as the following review of the individual member countries shows, are to be found throughout the Community provided they are vigorously pursued.

Federal Republic of Germany

One of the United States' biggest customers, Germany has achieved rapid economic growth in the past few years. Industrial production is at record volume, industrial and consumer demand is growing, wages are the highest in Europe. The Government is wedded to a free-market philosophy, and its trade policies are liberal. Import and exchange controls have been abolished on nearly all goods and transactions, reflecting the country's high export surplus and abundant foreign exchange reserves.

German import duties, among the lowest in Europe, are being raised gradually to conform to the Common External Tariff of the EEC.

Intense domestic and foreign demand,

EEC: Common Market members are shown by shaded areas; countries seeking membership or association are bordered by solid lines. (European Community Information Service)

AN DER HAUPTWACHE: International commercial advertising prominently displayed along downtown Frankfurt street. (German Information Center photo)

labor shortages, and efforts of German manufacturers to cope with them through mechanization of facilities have enhanced the market for many kinds of industrial equipment, particularly automatic control mechanisms, specialized machinery, and machine tools. At the same time, rapidly rising wages and incomes have boosted consumer demand and pushed the price level up.

The average annual per capita income is over $1,100—only about half the corresponding figure for the United States but still one of the highest in the world. German mass production of many consumer durables—such as radios, record players, television sets, and automobiles—make Germany a difficult and highly competitive market for some types of imported consumer goods. There are promising opportunities, however, for many types of household appliances for which rising consumer income has created a demand not present before.

Possibilities exist also for the sale of dental and medical equipment, automotive service and maintenance equipment, camping goods, boats, toys, and do-it-yourself tools.

Germany, a major exporter, sold $12.7 billion worth of goods abroad—$860 million to the United States—in 1961. Chief among them were rolling mill products, automobiles, machinery, electrical equipment and chemicals. The country exports about one-sixth of its gross national product and competes vigorously in world markets.

Maintaining its lead among Germany's suppliers, the United States last year sold Germany $1.5 billion in goods—about 14% of the latter's total imports. Main U.S. exports to Germany were machinery, chemical products, edible fats and oils, nonferrous metals, motor vehicles and aircraft, and cotton. In its trade with Germany, the United States has traditionally had a surplus—$650 million in 1961. Following the United States in sales to Germany were France, the Netherlands, and Italy, in that order.

The German market still offers many opportunities to U.S. exporters. But because of increasing competition from other countries of the EEC, as well as from German industry itself, vigorous sales efforts by U.S. exporters will be necessary in order to develop these opportunities to the full and maintain the commanding lead the U.S. has held.

Belgium-Luxembourg

The Belgium-Luxembourg Economic Union (BLEU) ranks high among the major customers of the United States, and good possibilities exist in this important market for expanding sales of American products.

The market is a sophisticated one. The people of the Economic Union are quality conscious and are willing to pay well for high-grade merchandise—industrial items as well as consumer items—representing sound value. Generally speaking, American goods have a strong appeal and a good reputation.

Private enterprise is solidly established in BLEU, with little Government interference, and the political systems of both member nations are securely founded on democratic traditions. Businessmen are resourceful and experienced in the intricacies of foreign trade. Industrial activity is high and has been following a general uptrend. Foreign investment has stimulated industrial production, bringing new processes and products for domestic consumption and export. BLEU's financial structure is strong. Gold and foreign exchange reserves have strengthened measurably in the last year.

The economy of the area is predominantly industrial, the principal industries being iron and steel, nonferrous metals, fabricated metal products, glass, and textiles. BLEU relies heavily on interna-

tional trade, with a large proportion of its industrial output being exported. Large quantities of raw materials and semimanufactures are imported. Expanded economic activity has brought increased wages, and personal income has been rising. Remarkably steady wholesale and retail prices have helped Belgian and Luxembourg consumers to achieve one of the highest standards of living in the world.

The United States ranks as the fourth supplier of Belgium-Luxembourg, providing 8.9% of imports in 1961. The greater part of BLEU foreign trade today is carried on with other European countries, notably with the other members of the European Economic Community (EEC)—the Federal Republic of Germany, the Netherlands, France, and Italy. BLEU's EEC partners in 1961 accounted for more than half of both its exports and its imports.

Principal imports include agricultural products, ores, chemicals and pharmaceuticals, coal, petroleum, textiles, precious stones, metals, transportation equipment, machinery and industrial equipment. The United States ranks high in supplying grains, fruits and juices, organic chemicals, pharmaceuticals, raw cotton, machinery and equipment, and automobiles and aircraft.

France

France, one of the world's leading industrial nations, enjoys unprecedented prosperity characterized by rapidly growing industrial production, full employment, and strong external finances. The climate thus is excellent for further expansion of sales of U.S. goods in the French market, where the U.S. performance in recent years with steadily increasing French purchases of U.S. technical products, already has been good.

Having completed three economic development and modernization plans, the successes of which are measured by an average 4.5% annual growth rate in the last decade, and trading increasingly with its Common Market partners, France aims to increase its national product by 5.5% annually through 1965. According to the current development plan covering a 4-year period, there will be a 30% increase in investment, a 23% rise in consumption, and considerable need for increased global imports of mechanical and electrical machinery and appliances and chemicals. The plan also proposes to overhaul the French distribution system through expansion of supermarkets, department stores, and shopping centers, and to keep up with technological progress by scientific and applied research.

Various market and trade analyses confirm that good opportunities exist for expanding sales in France of U.S. scientific instruments; laboratory equipment; electronic instruments and apparatus; food storage, handling, and display equipment; packaging machinery; technologically advanced mechanical and electrical machinery; industrial maintenance and office equipment. The market for U.S. machine tools in particular should benefit from long delivery periods of European producers and a narrowing margin between U.S. and European prices. There is also a continuing strong market for chemicals and plastics as demand outstrips production.

Rising French income and living standards open new opportunities in the consumer goods market, heretofore little explored by U.S. exporters. Possibilities now exist for increasing sales of a wide range of U.S. goods such as amateur photographic and movie equipment, phonograph records, luggage, men's and boys' casual or sportswear, women's ready-to-wear and plastic accessories, and sporting and camping equipment.

The almost complete elimination of French import restrictions on industrial products and recent reductions in customs duties applicable to imports from outside the Common Market should stimulate U.S. traders to explore the French market. The ever-increasing trade advantages extended to France's Common Market partners, however, mean stiffer European competition and point to the need for strong promotional and sales effort by those U.S. traders who are interested in additional income from export sales to France.

Italy

The continued steady growth of the Italian economy augurs well for sales in Italy of a variety of U.S. goods.

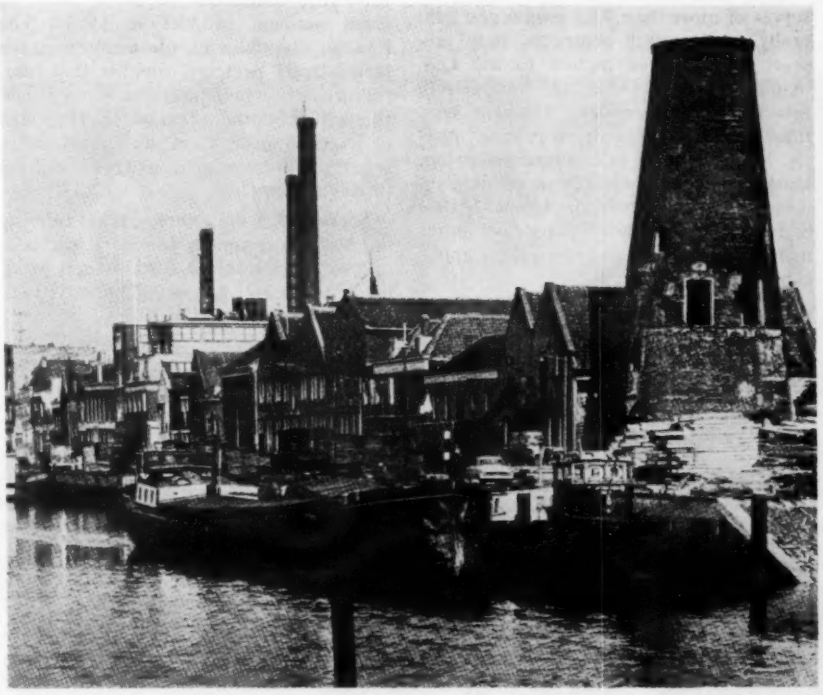
American goods generally enjoy ready acceptance, for both their recognized quality and design. Competition in this market is becoming increasingly stiffer, however, and U.S. exporters may have to step up their sales efforts to hold or expand their share of the market.

With the steady upswing of wages and salaries, the Italian consumer is buying more and more readymade clothing, washers, refrigerators, TV sets, cars, and more recently, boats.

The number of supermarkets is gradually increasing, as the Italian distribution structure adjusts itself to meet the new marketing demands.

Italian industry, spurred by the rapid pace of developments in the Common Market, continues its heavy capital investments, bent on expanding capacity and modernizing existing plants. Thus imports of industrial machinery and equipment from the United States, which

ROTTERDAM: Commerce thrives in Netherlands as in all Common Market countries. (Rotterdam magazine)



SELF SERVICE: Shoppers at Prisunic's new store in Bordeau. (Studios Puytorac; courtesy France Actuelle)

in 1961 reached extremely high levels, are ahead of that pace in the first quarter of this year. Machine tools, nonelectric power machinery, and agricultural and mining machinery and apparatus all registered good sales gains in the 1962 first quarter.

With total official foreign exchange reserves of more than $3.2 billion and generally good growth prospects, Italy presents an attractive picture to the U.S. manufacturer willing to aggressively merchandise his products. The same care must be taken, however, in pricing, quality, and packaging in entering the Italian market as would be taken in opening up a new sales territory in the United States. Sampling, testing, advertising, and other marketing techniques are equally applicable in Italy.

Netherlands

An important market for U.S. products, the Netherlands occupies a strategic geographical position in the European trade complex. The port of Rotterdam, which straddles the Rhine River delta, is the largest in Europe and the major point of access to the rapidly expanding markets of the European Economic Community.

Foreign trade, the lifeblood of the economy, amounted to about 90% of gross national product in 1961. The Federal Republic of Germany was the Netherlands' principal supplier that year, followed by Belgium-Luxembourg and the United States, in that order. The value of Dutch imports from the United States was three times as great as Dutch exports to this country.

Segments of the Dutch market offering the best opportunities for increased sales in 1962 appear to be certain food products, consumer goods, machinery, and chemicals and allied products.

Because of the importance of foreign trade to the Netherlands economy, the Dutch Government has maintained a traditionally liberal policy with respect to tariffs and trade controls. Duty rates of the Benelux Customs Union, to which the Netherlands belongs along with Belgium and Luxembourg, are among the lowest in the world. However, most of these duties are being increased to countries outside the European Economic Community (EEC) as the Benelux tariff schedule is adjusted toward the EEC Common External Tariff.

The Netherlands' rising stature as an industrial nation reflects an ambitious postwar industrialization program, emphasizing new investment in manufacturing facilities by foreign as well as domestic sources. Industry now accounts for about 50% of net national product. Agriculture continues to be important, but its share in the net national product has been declining during the postwar period.

The principal industries are metal fabrication (including shipbuilding, aircraft, and automobiles), chemicals, textiles, clothing, paper and paper products, mining and quarrying, glass, ceramics, rubber, printing, and food processing. Owing to the absence of natural resources (with the exception of coal, salt, natural gas, and some crude oil), Dutch industry depends heavily on imported raw materials. On the other hand, a considerable proportion of industrial production is exported.

The Netherlands economy is based on private enterprise, with the Government exercising some degree of control and supervision over certain key sectors. The country's financial position is sound. Reserves of gold and foreign exchange are more than ample despite the balance-of-payments deficit registered in 1961.

The upsurge in the Netherlands economy during 1959 and 1960 leveled off in 1961. Industrial production reached an all time high, but it was only 1.3% above the 1960 level. In the first quarter of 1962 industrial production gained 1.3% from the corresponding period of last year. Indications are that this rate of increase will not be exceeded for the year 1962 as a whole.

EUROPEAN ECONOMIC COMMUNITY: SUMMARY STATISTICS, 1961

Country	Population (million)	Area (thousands of square miles)	GNP ($ billion)	GNP (per capita)	Foreign trade ($ million)				Imports from U.S. as % of total imports
					Total exports	Total imports	Exports to U.S.	Imports from U.S.	
Fed. Rep. of Germany	54.2	96	$ 76.7	$1,420	$12,687	$10,940	$ 870	$1,510	13.8
France	46.0	213	62.3	1,350	7,220	6,678	417	737	11.0
Italy	49.5	116	34.9	700	4,188	5,222	383	863	16.5
Belgium	9.2	12	13.4	1,460	3,921	4,209	370	374	8.9
Luxembourg	.3	1							
Netherlands	11.6	13	12.1	1,040	4,307	5,112	192	569	11.1
EEC total	170.8	451	$199.4	$1,170	$32,323	$32,161	$2,232	$4,053	12.6

Auto maintenance, service equipment show in January

Two floors of active displays of U.S. industry's latest developments to be featured

U.S. manufacturers of automotive service and maintenance equipment will have the opportunity to show and demonstrate their latest products in the new U.S. Trade Center at Frankfurt, January 8-25, 1963.

This important sector of American industry was chosen as one of the early promotions at the Center because of the potential for such products in the booming German automotive market. Manufacturers in this sector currently are enjoying a successful showing at the U.S. Trade Center in Bangkok, where 76 firms are participating and buyer interest is keen.

Vehicle registrations climb

German Federal Republic motor vehicle registrations, expanding at a rate of more than 10% a year, are expected to reach an estimated total of 9 million in 1962, up more than 5 million from 1954. More than $100 million are spent yearly on automotive repair.

Advantages of the American equipment place it beyond straight price consideration in many instances, even in a market where competition is strong and price levels present a challenge. This holds true especially in the full employment economy of present day Germany, where shortage of labor and rising costs make labor-saving equipment attractive.

The market surveys on automotive service and maintenance equipment indicate that engine, ignition, and electrical systems test equipment, impact and power tools, and hydraulic and steam cleaning equipment, will have appeal in the present market. Special interest exists in brake testing/servicing and wheel balancing/aligning equipment. Supplies, brake lining, friction materials, fillers, chemicals, cleaners, and polishers should do well—in short all latest design equipment and materials which will reduce costs in time and labor.

The show will feature two floors of active displays and demonstrations of the latest developments that American industry has to offer in automotive service. The central theme of the show will be: Labor savings through use of latest equipment and techniques.

The final date for submitting applications is November 7. Interested firms should write immediately to the Trade Centers Division, Bureau of International Operations, U.S. Department of Commerce, Washington 25, D.C., stating their desire to participate and enclosing descriptive product literature. Commerce will mail a Participation Agreement and a complete information kit, which includes the foreign-market guide.

31 U.S. exhibitors to participate in appliance show

Firms to display small, major electric items

Thirty-one U.S. firms will participate November 14-December 7 in the electric appliance show opening the U.S. Trade Center at 2 Bochenheimer Landstrasse, Frankfurt am Main, Germany.

The participants, with U.S. addresses and products to be displayed, are as follows:

Admiral International, Chicago, Ill. Refrigerators, freezers, air conditioners.

Amana Refrigeration, Inc., Amana, Iowa. Refrigerators, freezers, air conditioners, dehumidifiers.

Borg Warner International, Chicago 3, Ill. Mixers, blenders, humidifiers, toasters, garbage disposal units, refrigerators, freezers, air conditioners, automatic washers, dryers, wringer washers.

Burgess Vibrocrafters, Inc., Grayslake, Ill. Automatic can openers, insect foggers, sprayers, engravers.

Carrier International Ltd., New York 17, N.Y. Heat pump room weathermakers.

Dewenter Industries, South Pasadena, Calif. Blenders, juicers.

Hotpoint Section, International General Electric Co., New York 16, N.Y. Refrigerators, freezers, dishwashers, air conditioners, electric ranges, clothes washers, clothes dryers, garbage disposal units.

Hupp Corp., Cleveland, Ohio. Freezers, refrigerators, air conditioners.

International General Electric, New York 16, N.Y. Wide range of small and major appliances, coin operated laundry equipment.

Iona Manufacturing Co., Inc., Manchester, Conn. Mixers, blenders, ice crushers, can openers, drink mixers,

ATTRACTION: Whether on foot or wheels, passersby find it hard to resist U.S. trade center in Bangkok.

hair dryers, knife sharpeners.

John Oster Manufacturing Co., Milwaukee 17, Wis. Wide range of small appliances, massage instruments, hair-cutting sets.

Manhattan Commercial Corp., New York 13, N.Y. Electric built-in range with oven; rotisseries, grills, hot trays, blenders, coffee makers, can openers, hair dryers.

Master Corp., P.O. Box 5338, Abilene, Tex. Boilers, bakers, toasters.

Maytag Co., Newton, Iowa. Coin-operated washers and dryers.

Metalaire Products Division, McGraw-Edison Co., Phoenix, Ariz. Coolers and cooler-heaters.

Munsey Products, Inc., 8507 New Benton Highway, Little Rock, Ark. Ovens, toasters, bakers, broilers.

J. E. Porter Corp., Chicago 11, Ill. Ice-cream freezers.

Proctor-Silex Corp., Philadelphia 20, Pa. Toasters, irons, washers, dryers, wringers, ice-cream freezers, juicers, drink-mixers, toaster-broilers.

Puritron Corp., New Haven, Conn. Air purifiers, range hoods.

Regina Corp., Rahway, N.J. Floor polishers, vacuum cleaners, shoe-polishers.

Salton Manufacturing Co., Inc., New York 21, N.Y. Electric food warmers.

Shetland Co., Salem, Mass. Floor polishers, floor washers, vacuum cleaners.

Speed Queen Division, Ripon, Wis. Coin-operated washers and dryers.

Sunbeam Corp., Chicago 50, Ill., Wide range of small appliances.

Swing-A-Way Mfg. Co., St. Louis, Mo. Can openers.

Tappan Co., Mansfield, Ohio., Ranges, dishwashers.

West Bend Co., West Bend, Wis. Wide range of small appliances.

Westinghouse Electric International, New York 5, N.Y. Wide range of small and major appliances, coin-operated laundry and dry cleaning equipment.

Whirlpool Corp., International Division, Benton Harbor, Mich. Wide range of major appliances, coin-operated laundry and dry cleaning equipment.

Wilshire Industries, Inc., Los Angeles 39, Calif. Barbecue equipment.

Wright Manufacturing Division, Midland-Ross Corp., Phoenix, Ariz. Air coolers, portable refrigerators.

Commerce issues basic information on EEC countries

Current economic, operational, statistical data available

Current World Trade Information Service reports—prepared by the U.S. Department of Commerce—containing basic economic, operational, and statistical information on the countries served by the U.S. Trade Center in Frankfurt are available.

The reports, listed below, may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any of the Department of Commerce Field Offices; reports issued before 1960 are available only from the Commerce Department and its Field Offices.

Belgium

Basic Data on the Economy of Belgium. Part 1, No. 61-64. 12 pp. August 1961. 15 cents.

Economic Developments in Belgium, 1961. Part 1, No. 62-21. 8 pp. May 1962. 15 cents.

Establishing a Business in Belgium. Part 1, No. 60-39. 11 pp. August 1960. 10 cents.

Foreign Trade of Belgium-Luxembourg, 1958-59. Part 3, No. 61-6. 8 pp. March 1961. 20 cents.

Import Tariff System of Belgium, Netherlands, and Luxembourg. Part 2, No. 61-71. 2 pp. October 1961. 10 cents.

Licensing and Exchange Controls, Belgium-Luxembourg. Part 2, No. 61-89. 4 pp. November 1961. 10 cents.

Living Conditions in Belgium. Part 2, No. 61-13. 7 pp. March 1961. 10 cents.

Marking and Labeling Requirements of Belgium. Part 2, No. 57-40. 1 p. April 1957. 10 cents.

Pharmaceutical Regulations of Belgium. Part 2, No. 61-74. 4 pp. November 1961. 10 cents.

Preparing Shipments to Belgium-Luxembourg. Part 2, No. 58-45. 6 pp. June 1958. 10 cents.

France

Economic Developments in France, 1961. Part 1, No. 62-38. 14 pp. April 1962. 15 cents.

Establishing a Business in France. Part 1, No. 62-68. 15 cents. In press.

Foreign Trade of France, 1959-60. Part 3, No. 61-35. 8 pp. October 1961. 20 cents.

Import Tariff System of France. Part 2, No. 61-26. 2 pp. April 1961. 10 cents.

Licensing of Industrial Property Rights in France. Part 2, No. 59-64. 5 pp. August 1959, 10 cents.

Living Conditions in France. Part 2, No. 61-5. 7 pp. January 1961. 10 cents.

Marking and Labeling Requirements of France. Part 2, No. 56-91. 4 pp. September 1956. 10 cents.

Pharmaceutical Regulations of France. Part 2, No. 61-86. 4 pp. November 1961. 10 cents.

Preparing Shipments to France. Part 2, No. 59-79. 8 pp. November 1959. 10 cents.

Germany, Federal Republic of

Basic Data on the Economy of Berlin. Part 1, No. 59-7. 8 pp. January 1959. 10 cents.

Basic Law on Foreign Trade and Payments of the Fed. Rep. of Germany. Part 1, No. 61-63. 14 pp. August 1961. 15 cents.

Cartel Register and Filing Procedures Under New German Cartel Law. Part 1, No. 58-79. 5 pp. December 1958. 10 cents.

Customs Valuation Under the Revised German Tariff Law. Part 2, No. 59-27. 3 pp. April 1959. 10 cents.

Economic Developments in the Fed. Rep. of Germany and West Berlin, 1961. Part 1, No. 62-7. 14 pp. March 1962. 15 cents.

Establishing a Business in the Fed. Rep. of Germany and West Berlin. Part 1, No. 62-6. 24 pp. March 1962. 15 cents.

Food Regulations of Federal Republic of Germany and West Berlin. Part 2, No. 61-12. 17 pp. March 1961. 10 cents.

Foreign Trade of the Federal Republic of Germany, 1957-58. Part 3, No. 59-44. 8 pp. 20 cents.

Import Tariff System of Federal Republic of Germany and West Berlin. Part 2, No. 60-63. 2 pp. December 1960. 10 cents.

Investments Under the Revised Regulations of the Fed. Rep. of Germany. Part 1, No. 60-4. 2 pp. February 1960. 10 cents.

Licensing and Exchange Controls, Fed. Rep. of Germany and Western Berlin. Part 2, No. 60-21. 5 pp. June 1960. 10 cents.

Living Conditions in the Fed. Rep. of Germany and West Berlin. Part 2, No. 61-47. 8 pp. August 1961. 10 cents.

Marking and Labeling Requirements of Federal Republic of Germany and West Berlin. Part 2, No. 61-11. 4 pp. March 1961. 10 cents.

New Law on Cartels in the Federal Republic of Germany. Part 1, No. 58-1. 20 pp. January 1958. 10 cents.

Patent Licensing Agreements With Firms in the Fed. Rep. of Germany and West Berlin. Part 2, No. 62-39. 4 pp. August 1962. 10 cents.

Preparing Shipments to Fed. Rep. of Germany and Western Berlin. Part 2, No. 60-56. 5 pp. November 1960. 10 cents.

Residence and Business Rights of Aliens in Federal Republic of Germany and West Berlin. Part 1, No. 62-2. 3 pp. February 1962. 15 cents.

Italy

Basic Data on the Economy of Italy. Part 1, No. 62-51. 18 pp. 15 cents.

Economic Developments in Italy, 1961. Part 1, No. 62-20. 9 pp. April 1962. 15 cents.

Establishing a Business in Italy. Part 1, No. 60-33. 12 pp. July 1960. 10 cents.

Food Regulations of Italy. Part 2, No. 58-65. 8 pp. September 1958. 10 cents.

Foreign Trade of Italy, 1959-60. Part 3, No. 61-15. 8 pp. June 1961. 20 cents.

Import Tariff System of Italy. Part 2, No. 61-35. 3 pp. May 1961. 10 cents.

Licensing and Exchange Controls, Italy. Part 2, No. 61-62. 4 pp. September 1961. 10 cents.

Marking and Labeling Requirements of Italy. Part 2, No. 58-48. 6 pp. July 1958. 10 cents.

Pharmaceutical Regulations of Italy. Part 2, No. 58-82. 9 pp. November 1958. 10 cents.

Preparing Shipments to Italy. Part 2, No. 56-11. 5 pp. January 1956. 10 cents.

Luxembourg

Basic Data on the Economy of Luxembourg. Part 1, No. 59-64. 8 pp. July 1959. 10 cents.

Economic Developments in Luxembourg, 1958. Part 1, No. 59-25 Revised. 4 pp. March 1959. 10 cents.

Establishing a Business in Luxembourg. Part 1, No. 61-4. 4 pp. January 1961. 10 cents.

Foreign Trade of Belgium-Luxembourg, 1958-59. Part 3, No. 61-9. 8 pp. March 1961. 20 cents.

Import Tariff System of Belgium, Netherlands, and Luxembourg. Part 2, No. 61-71. 2 pp. October 1961. 10 cents.

Licensing and Exchange Controls, Belgium-Luxembourg. Part 2, No. 61-89. 4 pp. November 1961. 10 cents.

Preparing Shipments to Belgium-Luxembourg. Part 2, No. 58-45. 6 pp. June 1958. 10 cents.

Netherlands

Basic Data on the Economy of the Netherlands. Part 1, No. 61-8. 11 pp. March 1961. 15 cents.

Economic Developments in the Netherlands, 1961. Part 1, No. 62-31. 8 pp. April 1962. 15 cents.

Establishing a Business in the Netherlands. Part 1, No. 60-46. 9 pp. September 1960. 10 cents.

Foreign Trade of the Netherlands, 1958-59. Part 3, No. 60-27. 4 pp. September 1960. 20 cents.

Import Tariff System of Belgium, Netherlands, and Luxembourg. Part 2, No. 61-71. 2 pp. October 1961. 10 cents.

Licensing and Exchange Controls, the Netherlands. Part 2, No. 60-32. 4 pp. July 1960. 10 cents.

Living Conditions in the Netherlands. Part 2, No. 60-54. 7 pp. October 1960. 10 cents.

Marking and Labeling Requirements of the Netherlands. Part 2, No. 61-56. 3 pp. September 1961. 10 cents.

Patent and Trademark Regulations of the Netherlands. Part 2, No. 59-40. 3 pp. June 1959. 10 cents.

Pharmaceutical Regulations of the Netherlands. Part 2, No. 62-9. 5 pp. February 1962. 10 cents.

Western Europe

Economic Developments in Western Europe, 1959. Part 1, No. 60-8. 19 pp. March 1960. 10 cents.

European Coal and Steel Community, The. Part 1, No. 58-67. 10 pp. September 1958. 10 cents.

Market Indicators for Europe. Part 3, No. 61-24. 16 pp. July 1961. 20 cents.

Trade of the United States with the European Economic Community and the United Kingdom, 1956-60. Part 3, No. 62-8. 20 pp. March 1962. 20 cents.

Trade of the United States With Western Europe. Years, 1959-61, and Half-years, July-December, 1960-61. Part 3, No. 62-21. 4 pp. August 1962. 20 cents.

Facts on the Trade Centers Program

Definition of a U.S. Trade Center: A permanent display facility established in an important foreign commercial city for exhibition and promotion of U.S. products for export.

Locations of Trade Centers: The first, in London, opened in June 1961. The second, in Bangkok, opened in May 1962, to serve the markets of Southeast Asia. The third, in Frankfurt, opens November 14, 1962, to serve the Federal Republic of Germany and the other Common Market countries.

A fourth center will be opened in Toyko early next year.

Benefit to potential exporter: A convenient and inexpensive means of testing a foreign market and locating an agent for his products.

Benefit to established exporter: An inexpensive means of enlarging promotion and sales of his products—introducing them to a wider range of potential buyers.

Services to exhibitors: Facilities and assistance for display or sales of goods at no charge to exhibitors; carefully tailored publicity program; assistance in obtaining permanent sales representation in foreign markets; arrangements through Commerce Department Field Offices for advice and assistance on export sales procedures, marketing and credit information, documentation.

Method of operation: By a series of promotions, each featuring a single product theme. A promotion is an exhibit of goods at the Trade Center, backed by a publicity campaign.

Publicity: The Commercial Attache's office of the U.S. Embassy identifies as many wholesale, retail, and agency outlets as possible—usually running into hundreds—and sends them special invitations to visit the Center. A publicity campaign utilizing trade paper advertising and newspaper publicity is conducted by a professional public relations counsel. Promotions are also publicized by Foreign Service posts in major commercial cities.

Representation by exhibiting firm: Individual exhibits must be manned either by a representative sent from the United States, by the exhibitor's local agent, or by a temporary attendant who may be obtained through the Trade Center management. Fees for such temporary attendants must be paid by the exhibiting firm.

If manufacturer cannot send a representative: He should ask for assistance in selecting a foreign agent, a service regularly offered through the Trade Contact Survey. The Survey is a specialized service designed to locate in a particular country several firms that meet an American businessman's specific requirements and that are interested in a representation arrangement.

The American firm receives a summary report of the information developed, including pertinent marketing data, names and addresses of one or more prospects qualified to act as its representative, and World Trade Directory reports giving complete background information on the prospects. Survey is free to participants; $50 for nonparticipants.

Rules for participants: Products must conform to the product theme. Ground rules are set forth in an information brochure provided to each prospective participant.

If a firm's product does not fit a promotion: As an extension of the Trade Contact Survey the firm may have its products displayed at the Center for examination by prospective agents. For these exhibitors, the Trade Promotion Officer will undertake to bring in qualified agents, but the Center will not give these products the sales promotion given to regular industry displays.

Action by individual manufacturers: If a member of a trade group, call the Trade Centers program to the attention of appropriate group officials with a request that the possibility of a promotion be investigated. Otherwise, write direct to the Trade Centers Division (address below) or the nearest Commerce Department Field Office.

Action by trade groups: Ascertain reaction of a small number of leading firms as an index to group interest. Communicate with the Trade Centers Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. Representatives of the Division will be pleased to meet with interested groups.

Participation by small firms: The Department of Commerce is prepared to offer every possible assistance to facilitate entry of small firms into the export market. Small businessmen are urged to discuss opportunities for increased sales and profits through export with trade specialists of the Commerce Department Field Offices.

U.S. NAVY FROG MEN: One of the hits at the Thessaloniki Trade Fair was the demonstration put on several times a day by U.S. Navy divers in the American Pavilion. So popular did this "attention attracting" demonstration become that townspeople insisted on providing free meals for the sailors.

REPORT FROM THESSALONIKI

Trade Fair demonstrates U.S. business interest in aiding raise in living standards

Greek fairgoers found U.S. pavilion attractive and interesting; Navy deep sea divers were hit of fair; Russians announce plans for 1963 exhibition

By CLARENCE ZENS

Office International Trade Fairs

In a commercial transaction, one party offers something of value, and the second party accepts what is offered, in whole or part.

This is a useful summary of what occurs at an international trade fair, such as the one I recently attended at Thessaloniki, Greece.

Uncle Sam offered his goods—tractors and transplanters, boats and water sports gear, a desalting plant, irrigation and well drilling equipment, metal shaping tools, soil testing apparatus, kitchen appliances and utensils, office machines, a small printing press, electronic teaching equipment, conveyor systems, compact automobiles.

As to the acceptance of these goods, this is a matter of measurable record. It was not completed when I left Thessaloniki because the fair was still in operation. It will be carefully made by the Exhibition's sales officer, and I leave a report on it to others.

There were a number of other items from America that were also being offered at Thessaloniki, and it was these that principally guided my observations. Such things as a representation of the deep U.S. interest in helping Greece raise its living standards, a manifestation of friendship on the people-to-people level, an evidence of our willingness to share innovations and improvements, an offering of the attractiveness of the new and glamorous even to those not commercially interested, a demonstration of the American determination to drive toward excellence in all we do, and, of course, some moments of relaxation and entertainment.

These were being offered, I should say, as the full intention of the Commerce Department group that prepared the U.S. Exhibition. Furthermore, regardless of intentions or plans, they were offered by the very fact of official U.S. participation at the fair.

What was accepted?

What was being accepted? There is no measurable record, and any attempt to compile such a record with precision should be suspect. But I submit some details that may indicate an answer.

This was the scene at the conveyor exhibit one day: at a worktable a group of young Greek men and women were assembling a conveyor component. The action was not remarkable, except that this team of workers was blind. Off to one side Mrs. Jayne Spain, president of the Alvey-Ferguson Company, sponsoring the exhibit, was discussing a possible con-

veyor installation with a Greek factory executive.

In the audience a Greek women pressed against the ropes to watch the skilled hands of the blind handle tools and materials. Tears began to roll down her face. They were tears of hope and they seemed to say, if an American company like Alvey-Ferguson can find a way to make disabled persons fully useful then perhaps her own blind son could someday enter a factory or workshop in Greece.

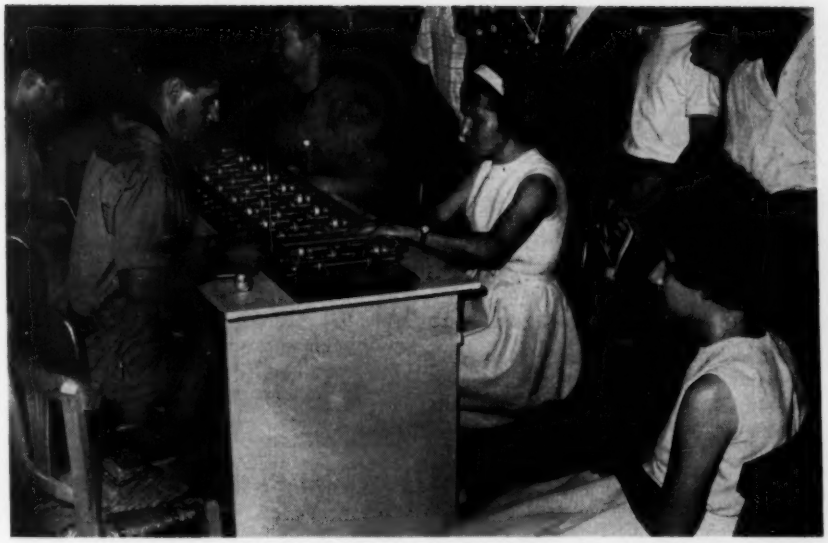
Pick a day at the fair, any day, time about 7:45 p.m. In front of a large glass tank just beyond the exhibit's boat pool a knot of visitors is forming. Within minutes they will be packed so tightly that all traffic must stop. The bricked embankment at the side will become a wall of humans. Youngsters will be hoisted on their fathers' shoulders. From outside the pavilion grounds dozens of youths will be peering eagerly through the latticed fence. Apologetically, the guards at the pavilion entrance put up their ropes. It is impossible to find room for more viewers.

This occured each day, because word got around Thessaloniki that the best show at the fair was put on by the U.S. Navy Deep Sea Diving School men, assisted by two Greek fishermen they trained. Four performances were held each day, with the full show being presented at 8 p.m.

Whirlpool kitchen

At the Whirlpool Kitchen of the Future a viewing amphitheatre quickly fills with people. As the attractive Greek girl demonstrator swings out to begin her story, a technician in the wings marks another X on the tally sheet beside him. That makes 40 for today, and for the 40th time Greek eyes widen as shelves and cabinets are made to appear and disappear with the wave of a hand. The climax comes when a magic scarab—a remotely controlled vacuum cleaner — moves strangely across the floor and then returns to its hiding place. The audience is visibly startled, then puzzled, and finally, as one person checks tentatively with his neighbor, amused. If this is the future, they are saying, they are not sure they want it. On the other hand, they appear to be impressed and reassured by the fact that Americans are working hard on the future, as a general thing.

The United States built its own pavilion structure at Thessaloniki. Curving vaults form its rooflines; neat olive walls are equally eye pleasing. Americans pridefully observe its originality and beauty. Partiality? But the Greeks repeatedly go far beyond perfunctory courtesy to exclaim: "Your pavilion does so much for our fair grounds!"



BLIND WORKERS: One of the exhibits in the U.S. Pavilion at the Thessaloniki Trade Fair included assembly work on a conveyor system performed by locally hired blind workers, undismayed by handicaps.

A similar verdict comes in another way from the great numbers of the Greek fair-goers. Whether it is an elbow-to-elbow Sunday throng, or the lesser crowds of the early weekday mornings, it is a revelation for an American to see how comfortable they are in the carefully-created U.S. environment. They appear to act as sponsors of the various exhibits as they explain them to each other, adding their own comments to those of the professional narrators. The people of Greece have been thoroughly "at home" in the U.S. pavilion at Thessaloniki.

International aspects

A word about the international aspects at Thessaloniki. Many nations were represented. The Communist bloc was there in strength. Czechoslovakia and Poland mounted particularly impressive displays of both heavy machinery and consumer goods. The Czechs were using huge photo blowups of Sophia Loren and Gina Lollobrigida to promote their glassware. The attendance was good, though not as great as that at the American show.

The Soviet trade delegation in Greece made a point of congratulating the American officials on the quality of the U.S. show. I asked the Soviet delegate A. G. Denisov, whether the Russians, absent this year, would return to Thessaloniki in 1963. He turned my question aside with a smile. But the next day the word was out that the Soviets will have a pavilion next year.

Goods and processes, quality, progress, national aspirations and achievements and rivalries—all of these cannot rule out the purely human and personal elements in a public effort like a trade fair.

The Navy's deep sea divers were soon the celebrities of Thessaloniki. Many stories were being told of favors and extraordinary kindnesses extended to them. When one of them went to a barber shop, for example, he not only received his haircut free of charge but was not permitted to leave until he promised to have dinner at the barber's home.

Despite this almost limitless hospitality, the work of putting on a successful exhibition involves a spirit of personal dedication and sacrifice that is not easy to measure. In chatting with one of the technicians sent to Greece by his company in the Midwest, I could not help but admire his cheerful, carefree manner. As I turned to leave his cubicle-like workspace I noted an unusual home-made calendar. Past dates were heavily Xed out. The closing date of the fair was given extra prominence. The calendar ended with a square on which the date was entirely missing. The substitute was a smiling picture of the technician's wife.

MORE ITALIAN AUTOS

January-August registrations of new Italian motor vehicles totaled 705,740 units, up 10.6% from the first 8 months of 1961. Registration statistics include cars, trucks, buses, and tractors.

Worldwide growth of cities opens new trading vistas

Housing Administrator Weaver sees correlation between urbanization and rising international trade levels

By ROBERT C. WEAVER
Administrator, Housing and Home Finance Agency

The dramatic growth of the world's population in the last few decades has received considerable attention lately, however, many aspects of this great

ROBERT C. WEAVER

surge in world population and the prospects of continued growth are largely being overlooked.

One extremely important aspect of this phenomenon is that the world's population is becoming urbanized at an astounding rate—urbanization in the world is growing much more rapidly than world population. Moreover, even if population growth rates decline, little or no negative impact on urbanization trends are now in prospect.

As used here, urbanization refers to the process whereby an increasing proportion of a country's population (or of the world) lives in urban localities. The degree of a country's urbanization is the percentage of its population living in urban places as of a given date.

Viewed in its simplest sense, the chief result of the urbanization process has been a dramatic change in the location of people. In 1800, about 2½% of the world's population lived in cities or towns of 20,000 inhabitants or more. By 1950 this had become 21%. Put in another way, total world population expanded 2.6 times in this 150 years; urban population in the same period expanded 23 times. This trend, which by no means has stopped, has tremendous social, political and economic connotations.

People, of course, are both producers and consumers. What urban man produces, needs, and desires varies significantly from the products, needs, and desires of the rural resident; and almost without exception, the average city-dweller possesses a significantly higher income than the farmer.

The city-dweller's income, moreover, is principally a cash income that has direct impact on trade and business. In many underdeveloped countries very large segments of the rural population are outside the money economy and represent virtually no demand for goods commonly in the stream of national or international commerce.

Businessmen in many endeavors are greatly affected by the urbanization process that has the whole world in its grasp. Domestic and foreign businessmen, both producers and distributors, are importantly affected by the urban/rural breakdown of population and by the rate at which this ratio is changing.

Parallels

It is very clear that urbanization and general economic development are very closely related. I know of no definite statistics or studies that prove it, but there are many indications that a similar positive relationship exists between international trade and urbanization. As more and more of the world's population becomes urban, world trade increases, borne on the rising tide.

UN data show that world exports, using 1953 as an index of 100, were at the figure of 128 in 1958. On this same scale the population index was only 108, production of primary products was 111 and manufacturing production was 117, all in 1958. I would suggest that at least a part of the increase in world trade *beyond* the increases registered for population growth and production is due to influences inherent in the complex process of urbanization.

Although cities have tended to grow, albeit slowly and unsteadily, since quite early in man's beginning, rapid urban growth is a quite recent phenomenon. Urbanization, moreover, continues to gather momentum and speed. The urban growth rate in the last 50 years of the 19th century exceeded that of the first 50 years in that century. In turn, the first 50 years of the 20th century have seen a substantially greater urban growth pace than that of the last half of the 19th century.

The experts believe that the overall growth rate for urban communities has not reached its peak and that it will continue to accelerate for some time to come. One-half billion people lived in cities of 20,000 inhabitants or more in 1950. By 1975 according to one UN estimate, Asia alone will add another half-billion to the population of cities of 20,000 or more.

This swelling urban population creates problems, challenges and opportunities.

The principal factor is heavy migration from rural areas. In the underdeveloped countries, the lack of education and skills and a wide cultural gap make adjustment very difficult for the migrant to the city. These same factors limit their employment opportunities.

Unemployment and disruption in the new milieu create heavy charges on urban social and welfare services, where they exist. Industry and commerce are generally incapable of employing the ever-growing supply of unskilled labor.

Poor living conditions in cities (overcrowding, inadequate housing, unsanitary condition, poor diet) lead to low productivity and help hold wages at low levels. The unskilled labor force is often

When is a city?

The exact definition of what constitutes an urban place, as distinguished from rural, is necessarily arbitrary and varies between countries. The UN practice, dictated in part by the very practical consideration of the availability of data, is to draw the line at 20,000. In the U.S. our census tabulations are made by and large on the definition of an urban place as one with a population of 2,500 persons or more.—DR. WEAVER

unstable and results in high turnover or high absenteeism rates.

With large numbers of ill-paid or unemployed living in wretched conditions, social unrest leads into political unrest. These are typical of the problems posed by burgeoning urban populations in the lesser-developed lands.

Brighter side

Beside the disorganized, discouraging features of urbanization in underdeveloped lands are more hopeful developments—improvement in basic industries, increased production of semi-manufactures, growing literacy and improved skills.

Problems are being recognized and policies and programs to meet these problems are being adopted. Very large scale technical assistance and lending are being made available from the UN and its specialized agencies (such as the World Bank, World Health Organization, and the International Labor Organization), the U.S., the Inter-American Development Bank (IDB), and similar regional and bilateral programs.

Within this framework there is room for a substantial role for private enterprise, and in most cases both foreign and domestic enterprise. Foreign ventures by U.S. firms face interesting opportunities and profit possibilities in the establishment of new businesses or industries, the introduction of new, better or lower-cost products, and the provision of a whole gamut of engineering and other consultative services.

The Foreign Assistance Act of 1961, amplified and extended by the newly passed Foreign Assistance Act of 1962, provides concrete tools and opportunities for American business interested in the opportunities which exist in developing countries. Under the provision of these acts, particularly the all-risk business guarantees, I fully expect to see before long important, sizable homebuilding ventures by American builders in developing countries.

Mass-produced, low-cost housing is desperately needed in urban areas of virtually all of the underdeveloped nations.

The Agency for International Development (AID) is actively exploring the possibilities of promoting and fostering establishment of joint ventures—joint participation of private American and local interests—to further development of industry and commerce in these countries.

My emphasis on the impact of urbanization in developing countries is in no way intended to belittle the importance of the more advanced countries, nor to suggest that urbanization is not an important factor there. The so-called advanced countries are still becoming more urbanized and also continue to become "more and more advanced."

The rate of urbanization for these countries, however, appears clearly, in some cases markedly, to be slowing down. American trade and business with these countries is well established and continues to grow; they are our best customers. On the other hand, I suspect that some segments of American business are underestimating the scope of opportunities provided in the developing nations. This accounts for the emphasis.

Although no parallel can be drawn, the course of the natural development of the U.S. will in some measure be repeated by today's developing nations.

In 1790, when the U.S. itself could be described as either an underdeveloped or developing county, its urban population comprised only 5% of total population. By 1960, urban population had increased to 70% of the whole.

In the decade between 1950 and 1960, U.S. urban population increased by 30%, whereas rural population actually dropped slightly.

Someone has said that cities of the world must grow because the density of population achieved in modern cities is the only way the swelling world population can be accommodated.

I would concur that cities will, even must, grow. At the same time, I believe it inaccurate and misleading to contend that they do so purely because of population growth.

Man's desire for a better material life is stronger today than ever before. In the developing countries, where the great majority of the world's peoples live, there has been an awakening called the "revolution of rising expectations."

Even cursory study of history will show that the urban community is the largest and most efficient production unit created by man. In the city, the ultimate in specialization and division of labor is achieved, the frictions of distance are reduced to a minimum, the rubbing of shoulders in the subway is accompanied by the interplay and exchange of thoughts and ideas in laboratories and offices, the economies of scale and external economies are maximized.

The city, in short, puts the hands and minds of men to the best use; it makes for the highest possible per capita output. A product of factors, the city in turn becomes a tremendously important factor itself. Economic development spurs urbanization and urbanization in turn spurs development.

Urbanization, moreover, means moving further away from a subsistence economy to an economy of trade. As specialization and division of labor move toward their logical limits, increases in international trade follow, for mutual gain and the benefits of specialization are highest when specialization is not restricted to artificial, political boundaries.

In my judgment there has been far too little study and thought given to the process of urbanization, particularly to its relationship to economic development and, very importantly, the meaning of this phenomenon to business organization and location. Study and thought are needed on the domestic problem as well as the international level.

LENDING AGENCIES

The International Development Association (IDA) and the International Finance Corporation (IFC), affiliates of the World Bank, made development loans and commitments of $134 million and $21.3 million, respectively, during the 1962 fiscal year. This brought the total amount in new financing committed by the Bank and its affiliates during the year to $1,037 million.

R.S.V.P.

"I wish to note that although the HHFA's principal concerns are domestic, we do have a very active Office of International Housing, headed by an Assistant Administrator. This unit provides assistance and service to the Department of State, the Agency for International Development, and the business and professional people who have interests in housing and urban affairs that extend beyond our shores.

As appropriate, this unit works with offices of the Department of Commerce. It helps American businessmen principally by (1) providing foreign professional contacts and (2) collecting information on developments abroad in homebuilding and urban affairs, whether it concern raw materials or new concepts, for the use of American business and professional people. I extend a personal invitation to readers to avail themselves of this service."—DR. WEAVER

U.S. trade missions to bring more than 1,000 proposals to Greek, Spanish business

November-December visits planned to Athens, Thessaloniki, Patras, Madrid, Barcelona, Bilbao and other key cities

More than a thousand sales proposals —some 500 directed to Greece and 550 to Spain—will be presented by U.S. Trade and Development Missions to the business communities of each country in November and December.

PAUL G. CARNEY

The 5-man team going to Greece from November 3 to December 5 will be headed by Paul G. Carney, manager of the Department of Commerce's Boston field office, and will promote sales opportunities for American products and tourism. Mission members —all volunteers—and their specialties are: John A. Donley, vice president, ECI Engineering Consultants, Inc., Denver, Colo., (investment and joint venture); Paul G. Maganus, president, International Casting Corp., New Baltimore, Mich., (machine tools, semi-manufactured metals); John Ventre, Jr., president, Ventre Packing Co., Inc., Syracuse, N.Y., (food processing and machinery); Robert E. Kell, president, Grey Hosiery Mills, Bristol, Va., (textile machinery); and Edwin Golin, director, Development Department, Delaware State, Dover, Del., (tourism).

Stephen Duncan-Peters has been assigned to the trade mission as its trade development officer. A foreign service officer, Mr. Duncan-Peters is chief, North African and Horn Section, Africa Division, Office of Regional Economics, Department of Commerce.

Groundwork

In preparation for their marketing trip to Greece, trade mission members have undergone extensive indoctrination by international trade experts in the Department of Commerce and other Government agencies. The mission will present the American business proposals to Greek government officials, manufacturers, exporters and importers, in Athens, Thessaloniki, and Patras.

To aid in its work, the mission will take along a library of some 1,000 business and trade publications, directories, and reference books donated by the U.S. publishing industry. The publications will be left in Greece and made available for use by local businessmen.

Spanish mission

Serving on the trade mission to Spain under the direction of Bradley Murray, Special Assistant to the Director of the Commerce Department's Bureau of International Business Operations, will be 6 American businessmen who specialize in machinery and equipment: Adolph Auriema, president, Ad. Auriema, Inc., New York City, (international trader specializing in machinery); James M. Fiske, president, Fiske-Gay Associates, Inc., Orlando, Fla., (refrigeration equipment); Hugh B. Kohlmeyer, executive vice president, Gerde, Newman & Co., Inc., New Orleans, La., (food processing machinery); Henry H. Lemonjian, president, Hertvy Co., Inc., New York City, (packaging machinery); William F. Spang, president, Overseas Development Co., Boston, Mass., (food-processing equipment and general international trade); and Manuel Tama, technical advisor to the president, Ajax Magnethermic Corp., Trenton, N.J., (metal fabrication and processing machinery).

BRADLEY MURRAY

Konstantine L. Kollar, Deputy Director, Water Industry Division of the Commerce Department's Business and Defense Services Administration, will serve as the mission's trade development officer.

Mission members will meet with Spanish businessmen in Madrid, Barcelona, Valencia or Seville, Vigo and Bilbao, discussing American business proposals for trade in specific items, or for licensing or joint ventures. These proposals have been submitted to the Spanish business community for study in advance of the trade mission's departure.

Leading suppliers

While Spain imports mostly from the Common Market countries, the United States is the next largest supplier. The industrialization of Spain is opening up new avenues for development, and for the import of a wide range of consumer goods and manufactured products.

On their return to the United States, each mission will issue a detailed report and hold conferences in key cities for businessmen interested in trade opportunities in Greece and Spain. Details of the reports and conferences will be circulated through the press and trade media.

Venezuela raises duties on flexible pipe, crustacea

Two categories subdivided; nails, tacks among products affected

Venezuela has raised import duties on crustacea, nails, and flexible pipe, effective October 31, according to *El Universal* of October 4.

Crutacea, Nomenclature No. 032-01-05-03, has been raised from 2 bolivares (44¢ at controlled free exchange rate) to 5 bolivares ($1.10) per gross kg.

Tariff Nomenclature No. 699-07-01-01, nails, not elsewhere specified, and tacks, formerly dutiable at .20 bolivar (4.4¢) per gross kilogram, has been subdivided into 2 parts: (C) nails, not elsewhere specified, now dutiable at .45 bolivar (9.9¢) per gross kilogram and (H) tacks, unchanged at .20 bolivar (4.4¢) per gross kilogram.

Tariff Nomenclature No. 899-11-03-11, pipes, connections, valves and unions, formerly dutiable at .005 bolivar (.11¢) per gross kilogram, has also been subdivided into (A) flexible pipes, with an exterior diameter of 1.27 to 1.91 centimeters, now dutiable at 3 bolivares (66¢) per gross kilogram and (B) pipes, not elsewhere specified, connections, valves and unions, unchanged at .005 bolivar (.11¢) per gross kilogram.

New 'E' winner in Michigan boosts export shipments

Aircraft equipment firm finds profitable overseas markets, Commerce aids employed

"Export sales offer one of the brightest opportunities available for U.S. business today," according to Peter F. Hurst, president of the Jackson, Mich. firm of Aeroquip Corporation which recently was awarded President Kennedy's "E-for-Export" honor.

The "E" award was presented to Aeroquip by Governor John B. Swainson of Michigan, on behalf of Secretary of Commerce Luther H. Hodges, on October 4 at the company's plant in Jackson.

For the past 3 years Aeroquip has increased its yearly export sales by more than 30%.

Founded in 1940, the Aeroquip Corporation devoted most of its efforts during World War II to the manufacture of flexible hose lines, detachable fittings and self-sealing couplings for aircraft. About 10 years ago it started limited export of its products, mainly through distributors and agents.

Aeroquip began an aggressive sales campaign overseas in 1959 and in the following year almost doubled its sales abroad.

Trade mission programs, trade contact surveys, international trade fairs, trade lists, and commercial trade leads of the Department of Commerce are all being used by the company to expand its export markets.

Newly-free Uganda gets $2 million AID loan

The Agency for International Development (AID) has loaned newly-independent Uganda $2 million to assist in financing development projects.

The loan will be made to the Uganda Development Corporation, Ltd., a government-owned corporation founded in 1952, which finances agricultural and industrial enterprises in Uganda. Under the terms of the loan, the Development Corporation will relend the proceeds for the purchase of equipment, materials and services in the U.S.

Verbal stilettoes sharpen Kansas City export drive

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Kansas City, Mo.—Mayor Kit Thomas of Mission Hills, Kansas, battled an uphill fight to a draw here recently with this city's Mayor H. Roe Bartle, the undisputed champion of everything, in a delightful, delicious, uproarious bout that left 150 casualties at a luncheon sponsored by the Kansas City Export Expansion Council and the International Trade Club.

Mayor C. Y. Thomas, a dollar a year moonlighter in civic government and the council's chairman, was the luncheon's host who met the Jack E. Leonard of all United States mayors in a person to person, man to man encounter that was as devastating as Typhoon Wanda to Hong Kong.

It left the diners in the Continental Hotel fractured, bruised and with stomachs paining from the clamorous barbs of the verbal exchanges of the make-believe mayhem-minded mayors, who publicly and privately work for a great Kansas City metropolitan area.

But on such a note the Kansas City Export Expansion Council recently opened business.

Mr. Thomas, in private life Chairman of the Board of Spencer Chemical Company, an old hand from the Sante Fe who still rides railroads by choice, ordinarily conducts meetings in the manner of a kind diagnostician, gently urging efforts from others when need arises. He's so down to earth that he's three inches below the sunflower seeds.

The meeting itself, once it settled down, similar to sessions elsewhere in the United States, brought together from areas encompassing three states, a mixture of determined opinions that would be diverse enough to find trouble compromising on a dinner menu, but developed no difficulty in getting on with the job of moving more U.S. goods into world markets.

Mr. Thomas, having discarded his chain of office, leaving Mission Hills (and the plastics and fertilizers of Spencer Chemical) for the moment to fend for themselves, followed a suggestion that the public library be asked to set aside a room for books and publications on world commerce, with an announcement that the council had been offered a store to use as a headquarters for information on international marketing.

"I'm for it," he said. "If the people of this area have an international trade center, they'll begin to take a pride in it, bring their friends around and they'll start to sell."

Everything still is up to date in Kansas City, but, apparently, they haven't gone as far as they can go. Right now they're on their way to Europe, to Africa, to Japan and the other markets of world commerce.

Listening to them talk, you'd think there were ships in a harbor and that sea water lapped against the city's banks, not just the lazy currents of the Missouri River, drifting through the corn and wheat fields, idly playing its way through Sweet Springs and Jeff City to its rendezvous with the Mississippi.

Kit Thomas' eyes have a sparkle. Mayor Bartle's booming voice has already traveled across the ocean on the first Telstar broadcast. 250 manufacturers are now exporting. Wait until this council gets its foreign trade center. You believe Kit Thomas when he says, "They'll sell."

Growing Iceland presents good potential for U.S. trade despite some barriers

High prices, freight rates and duties hamper imports of U.S. manufactured goods; many Icelandic firms dissatisfied with lack of cooperation from U.S. business

Iceland presents the picture of a booming economy.

Factory owners, according to a U.S. Embassy report, seem intent on expanding their capacity. New construction and expansion is evident in almost every industry, especially fish processing, weaving and knitting, chocolate making and book publishing.

In addition to industrial investment, residential construction seems to continue at its prestabilization pace (Iceland adopted an Economic Stabilization Program effective February 22, 1960).

U.S. prospects

Relatively high prices, freight rates and duties continue to hamper imports of U.S. manufactured goods. A frequent comment of Icelandic importers is that when a product is available from Europe and the U.S., the European item is invariably less expensive.

Due to a series of devaluations imports of all types, especially automobiles, have become very expensive in Iceland. With import duties running between 200% and 300% of the f.o.b. cost, it is not hard to imagine that American automobiles are beyond the reach of many buyers.

In addition to the f.o.b. cost, Government regulated freight rates on general cargo imports hinder U.S. manufactured imports. It is actually less expensive to ship an automobile or heavy machinery from New York to Reykjavik via Copenhagen than it is to ship directly from New York to Reykjavik.

The Government has allowed Icelandic ships to charge excessively high freight rates on general cargo imports to compensate them for carrying agricultural goods from the U.S. at very low rates.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

Since the difference in freight rates between the U.S. and Europe is multiplied by the import duties, the prices of the American products are often non-competitive.

Therefore it is estimated that of 1,600 motor vehicles imported during the first half of 1962, less than 25 came from the U.S.

The Government is currently examining the freight rate structure and there is strong possibility that the rates will either be liberalized or readjusted.

In addition to the final cost of American products, there is the question of American interest in the Icelandic market. The Embassy reports numerous complaints from Icelandic businessmen about unanswered correspondence when dealing with American firms. Icelandic firms which represent American companies frequently complain of lack of cooperation from their suppliers.

The complaint is also heard that very few American firms send representatives to visit their Icelandic agencies, while representatives from European suppliers make frequent visits.

Foreign exchange

Because of continued excellent fish catches during the main fishing season and the Southwest Coast herring season, the net foreign exchange position continued to improve during the first half of 1962. During the first 5 months net foreign exchange reserves rose from $12 million to $22 million, an increase of 83%.

This amount now equals the value of more than 3 months average imports, although it is reported that export stocks are at a considerably lower level than they were at the end of 1961.

Trade balance

Iceland completed the first 5 months of 1962 with a trade surplus of $3,875,-351; a severe drop, however, in June exports caused Iceland to end the first half of the year with a trade deficit of $773,720.

One possible reason for the drop is that by June shipments abroad from the main fishing season already had been completed and those from the herring season had not yet begun.

Imports for the first 5 months of 1962 averaged about 15% above those for the same months of 1961. Imports of ships and aircraft amounted to only $1,607,644 and had a minor effect on the import statistics this year.

The increase in Icelandic imports came primarily from Western Europe, and was made at the expense of the U.S. and the Soviet Union.

Total imports increased 15.6% through May, while those from the U.S. increased only 5.9%; and imports from the USSR decreased 8.7%. Imports from Scandinavia increased 42.1%, while imports

from West Germany and Great Britain, the other major suppliers of goods to Iceland, rose by 23% and 24% respectively.

Trade policy

The Government continues to follow a policy of trade liberalization. On April 1, 1962, the Government published a new consolidated list of items on which there are no trade restrictions. These recently liberalized goods account for 63% of the value of 1958 imports from all countries.

The value of liberalized imports from members of the OEEC countries is 87.8% of total imports from those countries based on 1958 imports.

The Government is preparing an overhaul of its complicated tariff system. The new tariff based on the Brussels nomenclature is not expected to be completed before the end of 1962.

Trade prospects

The improvement of the Icelandic economy since the beginning of the Stabilization Program, and especially during the last 9 months, makes trade prospects with Iceland very encouraging, particularly in the field of consumer durables and semi-durables.

The Government's policy of liberalizing imports and reducing import duties as well as great improvement in the foreign exchange situation are continually bringing more imported products within reach of the average Icelander.

Based on the improvement of individual incomes as well as on the increase in residential construction, there should be an increasing demand for imports of all types of home appliances.

Since the liberalization of motor vehicle imports in September 1961, the demand for automobiles is said to be insatiable.

Likewise the expansion in private industry as well as in public works programs continues to provide a good market for industrial equipment and material.

Although the Icelandic population is only 180,000, market prospects are very good for firms willing to seek business aggressively.

The main limitation to the expanding economy is a labor shortage. Almost every worker has at least 2 jobs. When the trawler industry went on strike in March, there were employers waiting at the docks to hire the crewmen as they left their ships.

Under such conditions it was inevitable that there would be strong demands for wage increases (which were recently granted to most unions) with the accompanying danger that the economy may be off to a new round of inflation.

As yet the Government has not revised its investment laws to make Iceland attractive to foreign investors. There is, however, strong evidence that this situation will change, in view of the efforts of some officials to convince the Government and the public that only through foreign investment will Iceland be able to maintain a satisfactory growth rate.

One minor step which the Government has taken to make investment more attractive is replacing the municipal turnover tax with a municipal tax based on profits.

Iceland and the EEC

During the last 6 months Government officials have been meeting with officials of the EEC and its member countries to learn as much as possible about where and how Iceland might fit into the EEC picture. As a result of these meetings and the delay of the British negotiations, the final action for submission of an application for membership may not take place until the Spring 1963 session of the Parliament.

Although travel abroad is quite expensive for Icelanders because of several devaluations of the Icelandic crown, there is great interest in traveling to the U.S., where many Icelanders have relatives. Indicative of growing Icelander pleasure travel to the U.S. is the fact that the Embassy issued 225 tourist visas during the first 6 months of 1962, compared to slightly more than 300 for the whole of 1961.

Ecuador to buy U.S. cattle with $500,000 Alliance loan

The Export-Import Bank of Washington has announced approval of an Alliance for Progress loan of $500,000 to Ecuador for the purchase of U.S. cattle.

Approximately 200 dairy and 400 beef cattle will be acquired through a program of the Ecuadorean Ministry of Development to help invigorate and build up the country's herds. Dairy and meat cattle will go to the Sierra region and meat cattle will be supplied for the Oriente region in the eastern tropical area. Dairy cattle include Holstein, Friesian, Jersey and Brown Swiss stock; meat cattle include Brahman, Braugus, Hereford, and Santa Gertrudis breeds.

U.S. exports of pens, pencils up

Shipments to Canada, Hong Kong rise; imports dip below last year

U.S. exports of fountain and ballpoint pens, mechanical pencils and parts rose in the first half of 1962 to their highest level since 1947. Imports fell slightly below the 1961 level.

First-half exports inched up to $12,509,069, a slight increase over the 1961 level of $12,460,629, while imports dipped from $254,172 in 1961 to $250,208 in the 1962 period.

As in 1961, exports of fountain pens and ballpoint pens accounted for more than half of the total, with shipments of $3.5 million and $3.6 million, respectively. Parts for these two items were responsible for 23% of the total exports with shipments amounting to $2.9 million. Ballpoint refill ink cartridges totaled $1.6 million.

Exports to Canada, the best U.S. market for writing instruments, increased 25% over the 1961 level to $2.1 million, while those to Hong Kong rose 9% to $1.2 million.

U.S. exports to Japan climbed 856% to $175,000. Shipments to Uruguay rose 707% to $220,000. Large export shipments also were made to Congo (Leopoldville), West Germany, Argentina, Switzerland, Panama, Lebanon and Ceylon.

The decline in first-half 1962 imports was primarily occasioned by smaller deliveries from Canada, the United Kingdom and Germany.

Imports from Denmark, France, Italy and Japan increased slightly over 1961.

Detailed statistics by country and commodity may be obtained from the Consumer Durables Division, Business & Defense Services Administration, Department of Commerce, Washington 25, D.C.

SPANISH AFRICA'S COCOA

Cocoa bean exports from Spain's African Provinces of Fernando Po and Rio Muni during 1961 amounted to 24,927 metric tons. It is estimated that 1962 production will approximate 28,000 metric tons—24,800 in Fernando Po and 3,200 in Rio Muni.

Mexican business improving; decrees promote local auto output, coal mine ownership

U.S. sales fall during July, but still exceed 1961 figures; coal mining concessions cancelled; owners must reapply; final payment made on debt from 1938 oil expropriation

The slight improvement in Mexican business noted during July was sustained in August, but businessmen continued cautious in their expansion plans.

Urban department store sales were better than in July, although still below August 1961, according to the U.S. Embassy in Mexico City. The strongest retail lines were automotive accessories and sporting goods, home furnishings, appliances, and apparel.

The volume of office equipment, chemicals, cement, iron and steel, automotive vehicles, industrial refrigeration, and textiles was up over August 1961, with increases ranging from 2% to 15%.

Foreign trade

Total imports in July 1962 declined to $95.8 million from the June figure of $109.2 million, but exceeded July 1961 imports of $90.3 million. Imports from the U.S. also declined to $63.3 million from $77.4 million in June but again exceeded July 1961 imports of $60 million.

Total revalued exports rose to $60.3 million from $50 million (revised revalued) in June 1962 but did not reach the July 1961 level of $68.9 million. Exports to the U.S. (not revalued) rose to $35.1 million in July 1962 from $31.7 million in June, but were less than July 1961 exports of $44.3 million.

A new National Tourism Plan under preparation for over a year was announced on September 11. It divides Mexico into 8 zones and provides for coordinated efforts by all government agencies to develop new tourist sites and attract more tourists. Reports indicate that the tourist season continued to be good in August.

Chain retail food stores sales were about the same as in July 1962 and August 1961. Collections remained generally slow. Statistics on cement production for the first 6 months of 1962 showed an increase of 8.6% over the comparable period of 1961. For the first half of 1962 iron production was up 3.6%, but steel declined 4.4%.

The firm Derivados Macroquimicos, S.A. was granted permission to produce monocloroacetic acid, using acetaldehyde produced by Petroleos Mexicanos (PEMEX) as a raw material. The $300,000 plant, to be located in the State of Mexico, will have an annual capacity of 1,300 metric tons. It should be in operation by August 1964.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Silicatos de Mexico, S.A. received permission to produce benzoic acid, benzaldehyde, methyl benzoate, sodium benzoate, butyl benzoate, benzyl benzoate and dipropylene glycol dibenzoate, using toluene produced by PEMEX as a raw material. The $200,000 plant will locate in the Mexico City area, have a 1,100-metric-ton annual capacity, and be in operation early in 1964.

Auto speedup

A Mexican decree issued August 25 requires the domestic manufacture of automotive vehicle components by September 1, 1964. Assemblers wishing to continue operations had to present by September 30, 1962, plans for the domestic manufacture of at least 60% of the direct cost of vehicles, including motors, by September 1, 1964.

The Government will approve or reject the plans by November 30, and only companies whose programs are approved will receive assembly quotas thereafter. Companies which manufacture domestically at least 70% of the vehicle cost may obtain additional advantages. Consumer price controls will continue.

A number of companies are presenting their plans to the Government, and it is believed that some 10 to 13 plans may be proposed. Minister of Industry and Commerce Salinas estimates that automotive companies may invest as much as $80 million under the program.

Coal concessions cancelled

A second significant August decree cancels coal mining concessions and requires that concessionaires reapply for concessions by the end of May 1963 under the provisions of the Mining Law of February 5, 1961, and its Regulations of February 28, 1962.

The decree states that Article 27 of the Constitution of 1917 clearly establishes national dominion over all mineral resources, but that it has been subsequent "incorrectly" interpreted to permit the recognition of rights acquired prior to the promulgation of the Constitution.

Based on this interpretation, the Mining Law of 1930 ratified surface owner rights to coal deposits, provided exploitation had been carried on before the effective date of the Constitution.

Also, deposits belonging to the surface owner prior to 1917 were not subject to the normal development work requirements necessary to maintain mining concessions in effect. The new decree declares this special situation existing in coal mining rights to be inconsistent with the wording of Article 27 as amended January 6, 1960.

The 1960 revision made all mining concessions, regardless of the date of issuance, subject to development work requirements and the non-compliance with work norms a cause for canceling a concession. The decree states that revised Article 27 obligates the Government to see that mining is carried on only through concessions limited in duration and subject to the performance of certain development work requirements. For these reasons, the decree states, the Government considers that the existing situation in coal mining could not continue.

Both Mexican and foreign privately-

held rights of exploration of coal deposits are affected by the decree. However, since the Mining Law of February 5, 1961, qualifies only Mexican nationals or corporations 51% Mexican-owned to hold mining concessions, foreign-owned mining companies which have not been able to "Mexicanize," are affected most because they must reduce their majority ownership by May 31, 1963.

Owners of rights deriving from the pre-1917 exploitation rights who apply for new concessions will, in any event, have their holdings reduced to the maximum surface areas stipulated in the 1961 Mining Law for the several types of mineral exploitation in Mexico. In the case of coal, a producing company is limited to 8,000 hectares. The affected companies hold much more than this, but the decree says nothing about compensation for the excess which will be lost if present owners must comply with the 1961 Mining Law.

President addresses nation

President Adolfo Lopez Mateos, in his annual address before Congress on September 1, referred to the cancellation of coal mining concessions, and stated that the Government is alert to factors harming the mining industry.

He said that since 1961 more than 225 million pesos have been paid to mining companies in subsidies. The Government has also returned taxes for use in exploitation and reopening of abandoned mines.

Despite these measures, the mining industry has continued to deteriorate. The Ministry of Finance, according to the President, will institute a new fiscal policy including income tax refunds to help solve the urgent problems confronting the industry.

The President also stated that Mexico's Planning Commission has prepared an immediate action plan for the 3-year period (1962-64) calling for an average annual increase of 5.4% in the growth rate. Regional programs have also been drawn up.

Referring to the Government's noninflationary monetary and fiscal policies, he said the Government has had and will continue to maintain exchange stability, and pointed out that foreign exchange reserves at the end of August were $417 million ($382 million on August 31, 1961). Secondary reserves in 1962 (U.S. Treasury Stabilization Credit of $75 million and Eximbank and IMF availabilities) were $345 million, according to the President. The Government announced on August 31 the advance payment of the last installment on the debt contracted by the oil industry expropriation in 1938.

ASPHALT ARROW: A section of the 70-mile long Mexico City-Puebla highway stretches past farmland just outside Mexico City. The road, which was built to help meet the constantly growing demands on Mexico's transportation system, cuts driving time between the 2 cities from 2½ to 1½ hours (World Bank Photo)

The Second Annual Meeting of the Latin American Free Trade Association, (LAFTA), which opened in Mexico City on August 27, spent the first week considering Cuba's application for entry. On September 3 the members, except for Mexico and Brazil who abstained, voted 7 to 0 to reject Cuba's application. Discussion of other problems, including negotiations on tariff reductions, commenced on September 17 and will continue until early December.

Also meeting in Mexico City from September 3 to 14 was the Seventh Conference of the Latin American Monetary Studies Center (CEMLA), which dealt with matters such as balance of payments, exchange restrictions, correspondent bank relationships, export credits, flight of capital, and investment climate. Representatives of several Latin American central banks and of public and private agencies attended the meeting, as well as officials present at the LAFTA meeting.

Raul Prebisch, of the Economic Commission for Latin America (ECLA), in speaking at the inaugural ceremonies, called for the creation of a Latin American payments organization to provide for equilibrium in trade payments among Latin American countries.

The Forty-fifth Assembly of the Federation of National Chambers of Commerce, meeting in Guadalajara from September 12 to 14, heard Minister of Industry and Commerce Raul Salinas Lozano state that one task of business was to make import substitution more effective, to conserve foreign exchange for needed imports of producer goods. He called for more business imagination in broadening foreign markets, and stated that business should adjust to new social conditions, consider itself part of a society seeking to improve living standards, and remember that it is the servant of the people.

Banking and finance

The Bank of Mexico's preliminary balance of payments figures for the first half of 1962 show that the balance of goods and services improved by $83 million over the same months of 1961, from a positive balance of $19 million in 1961 to $102 million in 1962. The increase resulted from a $36 million improvement in the net return from tourism and a decrease of $48 million in the unfavorable trade balance.

The mixed pattern of general financial developments continued in August. Deposits of commercial and industrial development banks increased, causing several industrial banks to lower interest rates on time deposits by one-half or one point. Bonds sold well, but on the

other hand demand for loans at current rates of interest and equity investment continued slack. The stock exchange average remained unchanged. Collections improved in some lines but were still slow.

Although financial indicators did not move forward at a uniform or fast pace, they responded better than in 1961.

Some industrial banks lowered interest rates to an average of 10% on time deposits, but the rates on other deposits remained steady. Private banks continued to pay 3% on dollar accounts and 4½% on peso savings accounts. Peso deposits in private commercial banks for periods of 90 to 180 days brought 6 or 7%, while dollar time deposits in industrial banks received 6%. The prime bank loan rate was unchanged at 11%, and the bulk of commercial bank lending was at 12%. Industrial development banks obtained an average 15% on loans.

The retail price index rose by ½% and the cost of living index by 1/10%. The most significant component increase was for fresh vegetables.

Agriculture lags

Rainfall was generally below average in August throughout Mexico, although heavy rains were reported in some northern areas. Water levels in dams rose only slightly, and on September 1 were 44.8% of useable capacity, the lowest for this time of year since 1958. The effects were especially pronounced in the northcentral and northwestern sections where rainfall has been below normal all year. In these areas the corn crop has been affected and livestock threatened.

Although the drought has reduced cotton yields in the Laguna District, the total output of cotton from the current crop will be larger than last year. The low water levels are expected to reduce the 1963 production of such irrigated crops as cotton and wheat.

Livestock exports from dry areas are reported heavy, and may reach 100,000 head during September and October. Requests have been made by stockmen for permission to export female stock for the first time in several years.

Labor Law amended

The amendments to Article 123 of the Constitution (Labor Law) which were passed by Congress in December 1961 were approved by 27 of the 29 State Legislatures. On September 11 the amendments were unanimously approved by the lower house, and only approval by the Senate is now necessary for adoption.

The implementing regulations will be issued subsequently by the Ministry of Labor. The 2 most controversial provisions of the amendments are the requirement for profit sharing, and the option giving employees who are ruled unjustly discharged the right to accept severance pay or return to work.

A labor contract was signed on August 22 covering the 52 plants formerly owned by the American and Foreign Power Company and now operated by the Government-owned Industrial Electrica Mexicana, S. A. The contract calls for a 15% wage increase and augmented fringe benefits costing 3% of the total employment expenses of the company.

A new agreement in the sugar industry, to become effective November 16, will give 22,600 workers wage increases ranging from 6 to 13%, depending on the mill's production, plus increased fringe benefits. The cost to the industry is an additional 42 million pesos annually.

A new contract in Radio Aeronautica Mexicana, S.A. provides monthly wage increases ranging from 50 to 75 pesos, and augmented fringe benefits.

Indonesia's textile output replacing foreign imports

According to figures recently announced by Indonesia's First Minister Djuanda, 1962 domestic production of cotton cloth is more than 6 times the 1959 level and meets nearly 60% of total consumption requirements.

Djuanda noted "an imbalance" in the development of the textile industry, "particularly as between spinning mills and finishing/printing processes." There are at present only 180,000 spindles in Indonesia while 1,700,000 are required to reach self-sufficient textile production. The Government plans to add 340,000 spindles in 1962, through use of foreign credits and war reparations.

No additional weaving and knitting mills or machinery are to be imported until the desired balance is achieved, although spare parts and accessories will be permitted.

INDIAN COTTON

India recently announced an import allocation for 55,000 bales (400 pounds gross) of U.S. cotton stapling 1 1/16 inches and above, but below 1 3/16 inches for import through December. Mills will be required to pay a premium of 150 rupees (about $3.15) per bale to the Indian Cotton Mills' Federation to be used in the cotton textile export incentive plan.

Bolivian chauffeurs buy 15 U.S. autos

U.S. Embassy in La Paz reports strong demand for all vehicles

"El Condor," a cooperative organization of Bolivian chauffeurs, has received a shipment of 10 Rambler automobiles for use in transporting tourists from La Paz to outlying points of interest.

The cars were driven overland from their Peruvian port of unloading and their arrival caused quite a stir in La Paz. The head of Bolivia's cooperatives made a welcoming speech and the cars were displayed on the Prado, the city's main promenade.

Five more 1963 model Ramblers are scheduled to arrive in La Paz shortly.

There is a lively demand for motor vehicles of all kinds in La Paz, and a large number of its buses and taxis are vintage models which will soon have to be replaced.

The American Embassy reports that recently it has been approached by several trade unions and cooperatives in the transportation field seeking credit with which to import American vehicles.

The Embassy points out that, although American manufacturers have been reluctant to extend medium-term credit to Bolivian importers and there is more than the usual credit risk involved in such transactions, many of the organizations seeking credit are comparatively well-fixed by Bolivian standards.

Turkey has new refinery in Mediterranean port

A new oil refinery, located at Mersin, a port on the Mediterranean seacoast of Turkey, was dedicated early in October. Capable of processing 3.2 million tons of crude oil annually, the refinery is the largest and most modern in the eastern Mediterranean and Balkan region, according to Turkish information sources.

Operated by the Anatolian Refining Co., Inc., the refinery was established by Socony Mobil Oil Co., which owns 56% of the shares; Shell International Petroleum Co., 27%; and British Petroleum Co., 17%.

Built at a cost of $56 million, the refinery will produce 1,446 tons per day of gasoline; 2,246 tons of diesel fuel oil; and other tonnages of aviation jet fuel, kerosene and residual fuel oil.

Japan liberalizes 230 new imports, raising total of eased goods to 88%

Latest 15% rise falls shy of 90% liberalization goal; foreign exchange budget provides for increased commodity imports

The Japanese Ministry of International Trade and Industry announced on October 1 liberalization of 230 additional import items, thereby increasing the extent of liberalization (based on 1959 import values) from 73% to 88%, which is 2% less than the original goal of 90% (see INTERNATIONAL COMMERCE, October 15).

The shortfall is due mainly to postponement of liberalization of sugar, heavy fuel oil, copper, lead, and certain manufactured goods. The announcement indicated that the 90% figure would be achieved by April 1963.

These 230 import items have been added to the Automatic Approval (AA) import licensing category. Under the AA system, import licenses for covered items are issued automatically to importers at a foreign exchange bank. Of the 15% liberalization increase, 11.5% consists of crude oil and 2.4%, industrial and machinery items.

In addition to crude oil for refining, among the items placed on the AA list which are of particular interest to American exporters are: all refrigerators; motor scrapers; diecast machines; metal rolling machines and their rolls; automatic vending machines (for stamps, cigarettes, confectionery and food); electric generators with a rating not more than 200,000 kw (except those combined with more than 30 HP water cooling diesel engines); 16 mm projectors; and fountain pens.

New budget

The new foreign exchange budget for the second half of the Japanese fiscal year 1962 (October 1, 1962-March 21, 1963), which was also announced on October 1, provides for $4,402 million and is 11% greater than that of the previous period. The commodity import budget portion of this budget contains $3,154 million, including $200 million in reserves, representing an increase of 1% over the previous period.

However, the foreign exchange available for AA and Automatic Fund Allocation (AFA) commodity imports is $2,180 million, up $310 million or 16% above the comparable figure for the preceding 6 months. Thus, exclusive of reserves, total AA and AFA allocations of foreign exchange equal 73% of the total programmed commodity imports, an increase of 9% over the previous budget.

Amounts available under the restrictive Fund Allocation System (FA) are (in thousands): Foodstuffs, $179,912; State monopoly goods, $39,797; coal (including coke), $66,890; metals (including ores), $40,000; petroleum products, $51,686; machinery, $240,000; and miscellaneous goods, $155,715.

The following quantitative estimates have also been indicated under the FA system for these major items (in thousands): Wheat, 915 metric tons; sugar, 565 tons; salt, 1,465 tons; coking coal, 4,428 tons; and heavy fuel oil, 3,369 kiloliters.

The invisible payments portion of the foreign exchange budget is $1,248 million, up 47% from the previous period.

The list of 230 additional items liberalized on October 1, many of which should provide improved opportunities for U.S. exporters, follows below:

Sheep; whale meat, fresh or frozen; inactive natural yeast; artificial graphite; silica sand; slag of zinc; crude oil and raw oil for refining; phosphoric acids; vitamin B^1, B^2, and B^6; prednisone and prednisolone; preparations containing santonin; sodium nitrate; glass frit; silica-alumina catalysts; oil modified polyster resins; articles of leather or composition leather; "improved" wood, in sheets, blocks or the like; raw silk; and silkworm cocoons.

Nylon tire cork fabrics; yarn of man-made fibers; felt and articles of felt; non-woven fabrics, outer garments; handkerchiefs containing embroidery, or consisting wholly or partly of lace; shawls, scarves, mufflers, veils and the like, of figured knit; pearls; copper tubes, pipes, hollow bars, joints, elbows and other tube and pipe fittings; lead foil, powders and flakes; molybdenum lumps, powders and flakes, snake chains; and flexible files.

Birds' eggs and egg yolk; walnuts; cocoa cake; garlic powder; drained cherries; cherries, sugared or containing spirits; instant tea; mustard flour and prepared mustard; graphite; butyl alcohol; barium chloride; sorbitol; nitroline; toilet soap; gelatin; prepared rubber accelerators; rubber anti-oxidants; acrylic resins; tires; tubes for motor vehicles; pig leather; articles of leather or composition leather for industrial purposes; pulp for paper manufacturing; tissue paper; and kraft paper.

Cards for punched card system statistical machines; baryta base paper; baryta paper; nylon stockings; diamond tools; millstones, grindstones and the like of artificial abrasives; natural or artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard, or the other materials; master alloys of beryllium copper; bars, rods, and other secondary products of beryllium copper; including bars, shapes, boards and bands of nickel; bars, rods and shapes of aluminum; and cylinder key.

Steam and other vapor generating units (less than 650 tons per hour); auxiliary plant for use with steam and other vapor generating boilers, (including economisers, super-heaters, and air preheaters); air cooling diesel engine, water cooling gasoline engine; air conditioning machines (except window type 1 HP and below); all refrigerators; motor scrapers; diecast machines; metal rolling machines and their rolls; more than three spindle woodworking automatic copying lathes; following machines if not over one year old—internal grinding machines (grinding capacity less than 200 mm), universal grinding machines, roll grinding machines, centerless external grinding machines, universal tool grinding machines, profile grinding machines, crank shaft grinding machines, crank pin grinding machines, honing machines for bore, broaching machines.

Automatic vending machines (for stamps, cigarettes, confectionery and food); extruding machines and injection molding machines for synthetic resins; asphalt finishers; electric generators with a rating not more than 200,000 kw (except those combined with more than 30 HP water cooling diesel engines); silicon rectifiers; 16 mm projectors; planetarium; apparatus based on the use of x-ray; instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure of other variables of liquids or gases; electric clocks, fountain pens and slide fasteners.

Minnesota firm aids Indian labor training institute

The U.S. Agency for International Development (AID) has announced a program of cooperation with the Government of India's Ministry of Labor and Employment in developing a labor training institute in Bombay.

Providing technical advice and assistance to the Ministry is the William Hood Dunwoody Industrial Institute, a nonprofit educational institution at Minneapolis, Minnesota, which has been awarded a 3-year $683,166 contract by AID. The advisory program already is in progress.

The Bombay institute will give instruction in various trades needed in India's economic development, such as blacksmithy, mechanical drafting, and molding. Among its assistance in developing and operating the Indian training center, the Dunwoody Institute will provide advisors to work with newly-appointed instructors drawn from other sources and to train new instructors.

The project represents part of the U.S. technical assistance program administered by AID in developing lands. Under assistance agreements American institutions and firms have an opportunity to receive service and supply contracts involving the foreign country.

Logging and mining pace Gabon's economic expansion; private enterprise welcome

U.S. is second leading supplier, but France dominates import market; budget balanced each year since independence; invites foreign capital necessary to continued growth

Economic activity in Gabon was maintained at a brisk rate during the first part of 1962 as output of the forest industry held at approximately the record level established in 1961, and as development of the country's vast mineral resources was stepped up.

This expansion continued the steady growth trend shown by the Gabonese economy over the past several years; the American Embassy at Libreville estimates that Gabon's gross national product rose from $53 million in 1956 to $122.5 million in 1961.

Business climate

A major contributing factor to Gabon's economic progress has been the Government's maintenance of a liberal political climate; governmental stability and moderation in both internal and external policies have given confidence to investors and created a highly favorable environment for private business.

In external affairs Gabon has maintained close and friendly ties with the Western nations, particularly with the former administering authority, France. At the same time the country has increased its association with African regional economic organizations such as the Equatorial Customs Union and the Organization of African States and Malagasy for Economic Cooperation.

The Gabonese Government has also applied for membership in the International Bank for Reconstruction and Development and several specialized agencies of the United Nations.

Internally, Gabon has taken positive steps to boost economic growth. A realistic, long-range development plan is under preparation and should be ready for implementation later this year. A liberal investment code designed to encourage additional foreign private investment and protect present investors was signed into law in 1961.

Booked up solid

All first-class hotels in Lagos are refusing any requests for room reservations through November 27. This situation has been created by the large influx of visitors to the Nigerian International Trade Fair to be held from October 27 to November 18. Businessmen planning visits to Nigeria are urged to revise their travel plans for this period unless they possess confirmed hotel reservations.

While the overall economic picture in Gabon appears favorable, certain obstacles remain to be overcome in the process of the country's economic development. For example, there is a shortage of trained manpower; additionally, the country will have to rely on external assistance for developmental capital for some time to come.

Most of Gabon's small population of 447,000 is dependent on highly inefficient subsistence agriculture for livelihood; and industry, other than that connected with the large mining projects, is still in its infancy.

Gabon's forest industry—cornerstone of the country's economy—is presently undergoing the strains of transition and is encountering stiff competition on the world market; output of logs and lumber continued to increase through 1961, but production has leveled off this year.

Logging predominant

The forest is Gabon's most important natural resource, and the logging industry is the country's largest employer and main source of revenue. Wood and wood products represented 72% of the value of Gabonese exports in 1961.

Logging industry expansion has been constant in recent years, and production reached record levels last year. Production of okoume wood, in which Gabon has virtually a world monopoly, increased from 737,000 metric tons in 1960 to 782,000 tons in 1961; production of other woods (primarily ozigo, mahogany, douka, and limba) amounted to 106,000 metric tons last year.

During the first 6 months of 1962 okoume output fell slightly, totaling 376,323 metric tons as against 391,417 tons for the comparable period of 1961. However, most observers do not regard this production decline as indicative of any basic weakness in Gabon's economy; okoume production in 1961 was exceptionally high, and some leveling-off this year was not surprising.

Further, the Government has implemented a program to reserve concession areas near the rivers and coast (the first forestry zone) for Gabonese nationals, while encouraging the large-scale and more established European firms to establish operations in the more remote forest areas.

Many European firms have been relocating their operations into new logging areas, while Gabonese operators in the first zone have not yet achieved the production rate of the former French firms in this zone.

Mineral developments

The most dramatic contributions to Gabon's economic growth recently have come from the mining and petroleum sector with the opening of important new projects and the tremendous expansion of mineral production. The value of Gabon's total mineral output increased by nearly 70% to $15.6 million in 1961.

The principal development in the mineral industry last year was the placing in operation of the uranium mines of the Compagnie des Mines d'Uranium de Franceville (CMUF).

Offshore drilling for petroleum by the Societe des Petroles d'Afrique Equatoriale and Mobil International began last year and has been continued in 1962. Although no large reserves have been found, some exploitable oil deposits have been located.

The major event in Gabon's mineral industry scheduled for 1962 will be the start of manganese ore shipments from the Compagnie Miniere de l'Ogooue (COMILOG) mine, in which U.S. Steel has a 49% interest. Preparations at the mine site were completed early this year, and work on the evacuation route is expected to be finished shortly.

Expansion of Gabon's foreign trade continued during the early part of 1962.

Exports for the first 4 months of the year registered a 37.4% increase over those for the comparable period of 1961—$19.2 million as against $14.7 million. Imports, at the same time, rose by 27.9% from $10.4 million to $13.3 million.

Total Gabonese exports in 1961 were valued at about $55.6 million as compared with $47 million in 1960; imports over the same period rose to $36.1 million from $31.1 million.

France, traditionally Gabon's most important trading partner, supplied 60% of the Gabonese market in 1961 and purchased 56% of the country's total exports.

Relative to the situation in most other franc zone countries in West and Equatorial Africa, the U.S. enjoys a strong position in Gabon's import market; the U.S. ranked second among Gabon's suppliers in 1961 with 12% of the market. Sales of American products amounted to $4 million in 1960 and to $4.2 million in 1961. Petroleum products and motor vehicles (particularly trucks, road building equipment, large earth-moving tractors, and spare parts) constituted the bulk of these goods.

U.S. imports from Gabon, consisting primarily of wood products (mostly plywood) fell slightly from $1.2 million in 1960 to $1.1 million last year.

Since independence, Gabon has maintained a balanced budget. Although current expenditures have risen considerably as the country assumed costs of governmental functions formerly borne by France, the increase has been accompanied by a concomitant rise in current revenues. The national budget in 1960 was balanced at $18 million, the 1961 budget at $23.6 million, and preliminary estimates set the 1962 figure at $24.5 million.

External aid needed

External financial assistance, which has played a vital part in Gabon's economic development, is scheduled to continue at a relatively high level in the near future.

French aid to Gabon through the Fonds d'Aide et de Cooperation (FAC) from 1959 through 1961 totaled $16.8 million. French help outside of FAC over the period, largely in the form of Government participation in mineral surveys and economic studies, amounted to another $1.4 million.

French aid to Gabon in 1962, not including France's contribution to the Common Market Development Fund (Fonds Europeen de Developpement—FED), is expected to reach about $9.3 million.

The European Economic Community, through FED, has programmed several grants for construction of roads, schools, and medical facilities which cumulatively amounted to $8.7 million by the end of 1961.

Private investment up

Realizing that foreign private investment is vital to development and industrialization of the country, the Gabonese Government has sought to create a favorable climate for private enterprise and encourage the inflow of foreign private capital.

An important part of this program in 1961 was the promulgation of an investment code providing liberal terms for private investors in the country and makes no distinction between foreign or locally owned firms as to privileges and guarantees.

The Government's program in this regard has had favorable results; last year 31 new concerns with a total authorized capital of nearly half a million dollars were established in Gabon. At the end of 1961, including the several large private firms in the extractive industries, there were 593 private firms listed in the country.

Paper, paperboard market grows in African area

As the economy of African countries has developed, so has their need for paper and paperboard.

U.S. exports of paper and board gained 65% from 1957 to 1961—from $8.8 million to $14.5 million—a new study shows.

"Foreign Markets for U.S. Paper and Paperboard in Egypt, Ethiopia, Kenya, Federation of Rhodesia and Nyasaland, and Republic of South Africa" is one of a series of reports which the Forest Products Division of BDSA has prepared, with the assistance of the U.S. Foreign Service, in cooperation with the American Paper & Pulp Association.

Egypt and the Republic of South Africa have been the principal customers although other countries are increasing their purchases.

Printing papers, including newsprint, packaging paper and paperboard have been the grades most in demand.

Copies of the study may be obtained without charge from Forest Products Division, BDSA, Department of Commerce, Washington 25, D.C.

Exports of musical instruments climb

U.S. shipments hit $5.7 million; sales to Canada increase

Continuing their short-term upward trend, U.S. exports of musical instruments rose to $5.7 million in the first half of 1962. This represented a 31.6% increase over the 1961 level of $4.3 million, Business & Defense Services Administration notes.

Shipments to Canada, the chief U.S. market, accounting for almost one-half of the dollar volume, totaled $2.7 million and were 52% above the 1961 level.

Of the three classes of musical instruments, only the exports of new pianos declined below the 1961 level. Piano shipments fell about 16% from the 1961 level of $391,000 to $329,000 in the first half of 1962.

Shipments of electric or electronic organs increased to $2.4 million, a rise of almost 32% above the 1961 level. Shipments of other musical instruments and parts increased to almost $3 million—up 40%.

Canada was the chief U.S. market for all three classes of exports. The greatest gains were in sales of electric and electronic organs, with sales skyrocketing from $756,000 in the 1961 period to $1.4 million, a jump of 88.4%.

Musical instruments and parts sales to Canada rose from $833,000 in 1961 to $1.1 million in the first half of 1962, while new piano sales dipped from $217,000 in 1961 to $183,000 in the 1962 period.

Sales to the United Kingdom declined from $472,000 in 1961 to $466,000 in 1962. Meanwhile, sales to West Germany increased 63% over the 1961 level to $359,000.

Detailed statistics by country and commodity may be obtained from the Consumer Durables Division, Business & Defense Services Administration, Department of Commerce, Washington 25, D.C.

AUSTRALIAN CIGARETTES

Cigarette output in Australia during the first half of 1962 totaled 9,138 million pieces, up 1.9% from the 8,965 million produced during the same period last year. Production of cigarettes during the fiscal year ended June 1962 was up 60 million pieces, compared with fiscal 1961.

2 Swedish firms, owners denied U.S. export rights

Unable to account for sensitive radar components from U.S.

Two Swedish businessmen and their electronic equipment firms have been denied all U.S. export privileges for violation of U.S. export controls, by the Commerce Department's Bureau of International Programs.

Named in the Bureau's denial order are John Norman, owner and director of Ariba Agenturer AB, and Carl Alvar Sporre, a director of Ariba Agenturer and manager of the firm, Marintele, all of the same address in Stockholm. The order, issued October 15, 1962, is effective for 2 years, after which their privileges will be conditionally restored.

The Bureau said that in November 1959 Norman and Sporre used Ariba's name in ordering 2 klystron tubes and cavities from the Swedish sales agent of a U.S. supplier. Klystrons are strategic electronic equipment used in radar and very high frequency communications systems and cavities are essential parts required for their operation.

The U.S. supplier first applied to the Bureau for an export license for the klystrons without the cavities. The license was granted, but only on condition that the klystrons be sold and used in Sweden.

U.S. inquiry

After Ariba received the strategic equipment, the U.S. Government inquired concerning its disposition. Norman and Sporre first stated that Ariba sold the tubes to Marintele, which held an order for the klystrons and cavities from a named Swedish Government agency. The Swedish Government agency said that no such order had been given by it to Marintele. Pressed further by the Bureau, Sporre said the klystrons had ben sold but refused to disclose the purchaser's identity.

Meanwhile, Norman, knowing that the Bureau had refused a license to export the cavities, tried to procure them from the U.S. by arranging for an agent to smuggle them out. His attempt failed.

Under the Bureau's compliance procedures, the persons and firms received a detailed charging letter. None of them answered or requested a hearing and, therefore, were held to be in default.

While the denial order is in effect, Norman, Sporre, Marintele, and Ariba, and all persons and firms related to them, may not order, receive, or dispose of U.S. goods or technical data or otherwise participate in U.S. export transactions, directly or indirectly. The order further states that no other person or firm may deal with them in U.S. goods or technical data.

Euratom, Argentina agree on nuclear cooperation

Cooperation in the peaceful uses of atomic energy is the aim of an agreement signed September 4 by Argentina and the European Atomic Energy Community (EURATOM).

Major goal of the 20-year agreement, as reported by the U.S. Mission in Brussels, is to facilitate exchange of information, licenses, technicians and students, and nuclear materials. Free flow of information will be encouraged in such fields as research and development, health protection, atomic installations and equipment as well as the use of equipment, ores, raw and special fissionable materials, irradiated fuels and radio-isotopes.

Euratom has agreed to assist Argentina in research and in prospecting for uranium deposits and other nuclear materials. The agreement also provides for cooperation in the acquisition or construction of atomic installations and equipment.

The Euratom-Argentina Agreement is the latest of a series of cooperative ventures by EURATOM. Similar agreements have been signed with the U.S., the United Kingdom, Brazil and Canada.

Italian, Spanish colleges get USDA research grants

The U.S. Department of Agriculture has awarded a 5-year grant equal to $61,333 in Italian lire to the University of Milan for research aimed at controlling pear decline and aiding the U.S. pear industry. This disease, which has killed thousands of pear trees in the Western U.S., is believed to be identical to Moria, which has caused serious losses in Italy.

A 4-year grant equal to $29,508 in pesetas was also awarded to Madrid's Ciudad University for research on pine seed germination.

AFRICAN TANNERY

The British Protectorate of Bechuanaland's first hide tannery is nearing completion at Shashi, near Francistown, in the Bamangwato Tribal Territory.

Protection of some items takes new form in Israel

Modified protection is still enjoyed by some of the 14 commodity groups debanned on September 25 by the Israeli Committee for Protection of Local Products. The simultaneous raising of customs duties on such goods substituted tariff protection for earlier administrative restrictions.

Following are the commodity groups with the new ad valorem tariff rates (old rates in parenthesis): incandescent and fluorescent light bulbs, 120 (60); electric phonographs, 165 (120); washing machines, 60 (25); automobile batteries, 45 (60); polyvinyl acetate, 45 but not less than 500 Israeli pounds ($166.67) per metric ton (25); rubber soles, 80 or 1.50 Israeli pounds (50¢) per sole, whichever is higher (60); electric ventilators, 80 (60); gas stoves and ranges, 60 (15); electric stoves and ranges, 60 (60); electric mixers, 80 (60); electric toasters, expresso machines, appliances for heating, drying and preparing of food and drinks, 60 (60); electric kettles, 60 (60); apples, 1.50 Israeli pounds (50¢) per kg (2.25). Hard cheese has also been removed from administrative restriction but will be subject to an undetermined surcharge.

2 U.S. groups to work on Latin coops, credit unions

Teodoro Moscoso, U.S. Coordinator of the Alliance for Progress, has announced plans to form a special commission for development of cooperatives in Latin America. Jerry Voorhis, Executive Director of the Cooperative League of the U.S.A., will serve as the U.S. member.

With 4 Latin cooperative leaders, Voorhis will review the status, laws, leadership and potential development of cooperatives in the Alliance countries and submit appropriate recommendations within 8 months. A committee of cooperative leaders in each of the Latin American republics will assist the commissioners.

Ambassador Moscoso also announced the addition of $99,000 to a contract with the Credit Union National Assn. of Madison, Wis., which will develop credit cooperatives in the Dominican Republic over the next 2 years. AID previously agreed to provide the Association with $310,000 over 2 years for development of credit cooperatives in Peru, Ecuador, Colombia, Venezuela, Brazil, Bolivia, Argentina and Uruguay.

$213 million available for overseas projects

'Cooley' funds on tap in 20 countries; demand exceeds supply in 6 other nations

A new list of 27 countries in which the equivalent of $213 million in foreign currencies are available for lending to qualified U.S. firms has been made public by the Agency for International Development (AID).

"Cooley" funds equivalent to $206 million have been set aside in 26 countries. In 20 of these AID is actively encouraging loan applications from U.S. businesses or their affiliates for development or expansion of their foreign operations.

In 6, the local funds available currently exceed the applications on hand. "Cooley loans" are also available to foreign firms if their proposed use will result in the expansion of markets for U.S. agricultural products.

Named after Congressman Harold D. Cooley of North Carolina who sponsored the amendment to Public Law 480 (Food for Peace), the Cooley loans are in local currencies received from the sale of U.S. agricultural products. Repayments are also in local currencies.

Local currencies are also available for lending in Brazil. As a result of an agreement with that country, the equivalent of about $7 million in cruzeiros is being made available to private companies through the National Development Bank of Brazil. At least one-half of this amount may be lent to U.S. enterprises.

General inquiries regarding the Cooley program should be addressed to the Private Enterprise Division, Agency for International Development, Washington 25, D.C. Loan applications should be submitted to the appropriate AID Regional Bureau: Near East and South Asia; Far East; Africa-Europe; or Latin America. Applications may also be submitted to the U.S. AID Mission in the countries involved, in care of the American Embassy. Applications for Brazilian funds should be made directly to the National Development Bank of Brazil.

COOLEY LOAN CURRENCIES

Country	Unit of Currency	Foreign (millions)	U.S. Equivalent (millions)
NEAR EAST AND SOUTH ASIA			
Ceylon	Rupee	19.3	$ 4
Egypt (UAR)	Pound	20.7	47
Greece	Drachma	48.1	1.6
India	Rupee	355.2	75.2
Iran	Rial	124.1	1.6
Israel	Pound	21.4	7.1
Pakistan	Rupee	66.5	14.1
Syria (SAR)	Pound	17.3	4.8
Turkey	Lire	95.7	10.6
FAR EAST			
China	New Taiwan Dollar	337.9	8.4
Indonesia	Rupiah	735.9	16.4
Korea	Won	202.7	1.6
*Philippines	Peso	9.5	2.4
Vietnam	Piastre	215.2	3
AFRICA-EUROPE			
Finland	Markka	240.7	.8
Guinea	Franc	10.6	.04
Morocco	Dirham	8.3	1.7
Sudan	Pound	.04	.1
Tunisia	Dinar	.6	1.4
**LATIN AMERICA			
*Chile	Escudo	.07	.04
*Colombia	Peso	12.9	1.5
Ecuador	Sucre	13.5	.6
*Mexico	Peso	4.2	.3
Paraguay	Guarani	35.8	.3
*Peru	Sole	36.5	1.4
*Uruguay	Peso	.1	.01
			$205.99

* Applications on hand for these countries exceed the current availability of Cooley funds. Therefore new applications are not encouraged at this time.

** Brazilian cruzeiros equivalent to not less than $3.5 million are now available for lending to qualified U.S. affiliates directly from the National Development Bank of Brazil.

Eximbank lends Thai firm $5 million to equip plant

The Export-Import Bank of Washington has authorized a $5 million loan to the Firestone Tyre and Rubber Company (Thailand) Limited of Bangkok to purchase tire and tube manufacturing machinery in the U.S. The equipment will be installed in a new plant to be constructed in the Bangkok area by late 1963.

Included in the items to be acquired are equipment for mixing and gum dipping, dies, tube curing presses, machine shop machinery, laboratory equipment, a 3-roll calender, and electrical, hydraulic and compressed air power supply equipment.

Total cost of the project is estimated at over $10 million, and plant design anticipates production of 180,000 tires and tubes per year. Additional accessory items will be manufactured, bringing the annual output to about 11 million pounds of finished products. The plant will provide new employment opportunities for about 300 persons.

Three manufacturing projects in India seek technical, financial collaboration from U.S. groups

Leather tanning and varied ferrous and nonferrous metal projects call for joint ventures, other help

New Indian industrial projects are proposed or under way to which U.S. companies could contribute. Details on these ventures are described below.

Sheet and tube production. American technical and financial collaboration are sought to produce galvanized and corrugated sheets and flexible tubing of aluminum, copper, brass and stainless steel in India. A daily production target of 250 metric tons has been set for each item.

The proposed plant is to be erected at a site within 20 miles of Bombay.

Proposed capitalization will amount to $2.4 million with 49% equity being offered to foreign collaborators, with Indian Government approval.

Participation is desired in the form of machinery and technical know-how. Labor, power and water are available.

Descriptive material is available on loan from the Office of International Investment, Code 4-3313-1, Department of Commerce, Washington 25, D.C.

Iron, steel castings. Technical assistance and know-how are sought for the production of malleable iron and steel and nonferrous alloy castings for use in the automobile, agricultural, railway and electrical industries in India.

Participation should include supplying American technicians and training Indian personnel. Also to be included is the use of patents and trademarks.

Capital participation is not immediately envisioned.

The Government of India has issued an industrial license for the project which is to be located in the vicinity of Madras where land, electrical and transportation facilities and raw materials are said to be available.

Address inquiries to the Office of International Investment, Code 4-3312-2, Department of Commerce, Washington 25, D.C.

Leather-tanning project. A newly organized Indian firm seeks technical know-how, a sole-leather rolling machine, hydraulic press, and technicians to produce sole and skin-lining leather from sheep and goat hides.

Capital requirements will be met by rupees raised by the domestic sale of shares in the company.

An industrial license is not required for these items and formal permission to operate has been requested.

Production of sole leather is for domestic consumption and part of the skin-lining production is intended for export. Increasing demand is reported for these items.

A plant is under construction which will produce 2,000 pounds of sole leather daily when at full capacity on a single-shift basis.

Other plans

Plans also envision a modern engineering workshop and the manufacture of light machines and equipment used in tanning and horticulture.

All materials required are available except for finishing chemicals and wattle extract.

Power, water and transportation are also available.

Address inquiries to the Office of International Investment, Code 4-3111-B, Department of Commerce, Washington 25, D. C.

Moroccan paint, varnish maker looks for license

A Moroccan manufacturer of industrial and marine paints and varnishes wishes to obtain a licensing agreement with a similar American firm.

The firm is interested in the production of a "paint type" of product to give protection against rust and corrosion.

An agreement is desired that would permit local manufacture under license.

Address inquiries to the Office of International Investment, Code 1-2815-1, Department of Commerce, Washington 25, D.C.

Metal fabrication, fiberglass licenses requested

A firm in Ireland wants licenses to manufacture fiberglass, petroleum road-transport tankers as well as to fabricate stainless steel, copper, mild steel and aluminum products.

It specializes in sheet metalwork and operates a nonferrous and aluminum sand cast foundry.

Write T. Dockrell Sons & Co., Ltd., 38 S. Great George's St., Dublin, Ireland.

License offered or sought in the Netherlands

Car filter manufacture wanted; ship valve license presented

Two Dutch firms either seek or offer manufacturing licenses. One firm wants to make automotive filters while another company offers a license for the U.S. production of a special valve for ships.

- A large manufacturer of automotive parts seeks a licensing agreement from a U.S. firm. It is particularly interested in producing automotive fuel, air and oil filters.

Write Metaalwarenfabriek Hulskamp, N.V., 47 Frieseweg, Alkmaar, Netherlands.

- A manufacturer of shipbuilding equipment offers a license for the U.S. production of its tank vent check valve. The valve is now being installed on many new European ocean-going vessels.

Interested American firms may obtain the name and address of this firm from the Office of International Investment, Code 1035, Department of Commerce, Washington 25, D.C.

Dutch firm wants to make food-industry machinery

A firm in the Netherlands wishes to be licensed for the manufacture of medium-size machinery for the foodstuff industry. It is an importer and wholesaler of machinery for the dairy, chemical and foodstuff industries and has a repair and rebuilding workshop.

Write N.V. Machinehandel "De Gouwe", 52-54 Karnemelksloot, Gouda, The Netherlands.

French concerns seek licenses, joint venture

Machinery and tools, mirrors, articles of shaped parts asked

Three French firms are interested in manufacturing either new articles made of shaped parts, mirrors or machinery and tools.

- A firm specializing in metal cutting and shaping would like a U.S. license to manufacture and sell a new line of articles made of shaped parts assembled mechanically or by electric welding.

It is also interested in a joint-venture arrangement or will even consider the possibility of selling its business to an American firm.

Write Ateliers A. Aubry, 38 rue Fessart, Paris 19, France.

- A manufacturer of glass mirrors for home decoration seeks a licensing arrangement with an American firm. It is interested in being licensed to use new techniques for mirror-silvering and other appropriate know-how in manufacturing mirrors.

Write Miroiterie Marly Freres, 219 Cours de l'Argonne, Bordeaux (Gironde), France.

- A foundry and machine shop seeks licensing rights and technical know-how on machinery and tools of a medium size which require the use of foundry or mechanical workshop to produce.

The firm manufactures small and medium-size parts such as valves, cocks, agricultural machines, and compressors.

Write Ets. Chenesseau & Cie, 33 Faubourg Bourgogne, Orléans (Loiret).

Joint-venture agreement for Liberia announced by U.S. chemical company

Illustrates participation of private U.S. investment in industries abroad; Department of Commerce can offer assistance

Participation by Baird Chemicals of New York in a Liberian venture has been recently announced. The New York firm, Canadian Industries of Montreal, and a group of Liberian citizens have formed West African Explosives & Chemicals, Ltd.

Present plans include the 1964 completion of a plant to produce blasting agents for iron ore mines and construction work in Liberia and for export to neighboring West African countries.

Production and formulation of agricultural, industrial, and household chemicals will also be undertaken as West African needs develop.

Political stability in Liberia, a generally favorable investment climate plus a genuine desire by the Government of Liberia to improve the standard of living for ordinary citizens have been cited as factors which have shaped the decision to exploit potentials in this West African nation.

Americans interested in overseas investments are urged to read the investment section of INTERNATIONAL COMMERCE and are invited to subscribe to be assured of a continuing source of information on overseas possibilities.

Inquiries concerning investment climates should be addressed to this Department's Office of Regional Economics while inquiries on specific investment opportunities should be addressed to the Office of International Investment, Department of Commerce, Washington 25, D.C.

New industries sought in Singapore

A number of promising fields offer possibilities for U.S. firms

The Singapore Government's Economic Development Board has recently underscored the suitability of this area as an industrial center. The Board is the focal point for the Government's efforts to expand industrial production.

A 1961 ordinance empowers the Board to underwrite the issuance of stocks, shares, bonds and debentures issued by industrial enterprises. It can also guarantee and grant loans and subscribe to the shares issued: participate in management, control and supervision; and acquire, sell and lease land for industrial sites and housing.

The Jurong Industrial Area is a project of this Board. Surveys of its industrial potential are underway with the help of United Nations experts.

The Board hopes to establish a Small-Scale Industries' Service Unit to assist small manufacturing concerns with their expansion and modernization program. Firms in this category constitute 80%-90% of the estimated 2,200 manufacturing enterprises in Singapore.

A number of promising fields for American industrialists are engineering services (see IC, 9/17, p. 33), ceramics, chemicals, glass, hardware, leather tanning, ship repair and metering devices.

Industry Information Sheets on the foregoing fields are available on a loan basis. Write to the Office of International Investment, Department of Commerce, Washington 25, D.C.

Partnership sought for Spanish free zone

A Tangier firm wants to establish a partnership with an American firm to use the facilities of the free zone of Cadiz, Spain.

It has obtained a concession of some land on which it has built storage facilities.

The firm seeks a partner interested in establishing a depot or factory in the free zone. Write to Tandyk S.A., Rue Sorolla, Tangier, Morocco.

NEW RAILWAY BRIDGE: The Indus River at Sukkur in West Pakistan is the site of a new bridge to replace an old span. Dedication ceremonies for the new structure, built with funds from a World Bank loan to Pakistan, were held recently. Another World Bank loan equivalent to $23 million will assist in further improvements to be made to the railway systems of East and West Pakistan.

Investment questions on E. Pakistan answered for American businessmen

Specific information on duties and taxes, profits, price controls, concessions to new industries given

The U.S. Investment Development Mission to Pakistan submitted 40 key questions of interest to potential American investors to the East Pakistan Ministry of Commerce, Labor, and Industries, during its Nov. 6-Dec. 15, 1961 visit to Pakistan.

Some of the questions with answers prepared by the Investment Promotion Bureau of East Pakistan follow:

Q. What duties and taxes are levied on machinery contributed by a foreign partner in a joint venture?

A. Customs duty on industrial machinery and spare parts is levied at 12½% if imported into West Pakistan and 7½% into East Pakistan. There is no sales tax on such machinery and spare parts.

Q. Are earnings of a foreign engineering, contracting, professional or consulting firm ever blocked? If so, how can they be released?

A. No. Net profits of foreign engineering, contracting, professional or consulting firms in Pakistan are remittable abroad on the basis of duly audited final accounts produced by the firm.

Q. Would temporary dollar loans from a foreign parent firm to a subsidiary in Pakistan require State Bank permission? Can they be paid back in dollars?

A. Yes, with the State Bank's permission. Repayment will be in accordance with terms approved by the Bank.

Q. Can a parent company invest raw materials as a part of investment in a joint venture and get repatriation?

A. Yes, if raw materials are considered essential as part of investment in a joint venture and the investment is approved by the Government in that form of repatriation.

Q. Are there industries which need licenses from other than the Investment Promotion Bureau?

A. Yes. For manufacture of pharmaceuticals, a drug manufacturing license from the Director General, Health Services is required.

Other questions and answers cover such subjects as taxation, concessions to new industries, wages, labor and industry, and price controls. The questionnaire primarily relates to East Pakistan, although much of the information is applicable to the situation in both East and West Pakistan.

A limited number of copies of the completed questionnaire are available from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Also available are copies of the Department of Commerce Investment Development Mission report entitled *Investment Climate in Pakistan.* The latter report may also be obtained from any of the Department's Field Offices.

Cambodian lumber concern to buy complete sawmill

Bids invited; supplements early need for investment capital

A Cambodian sawmill operation offers new possibilities to qualified American investors other than those which appeared in the initial article in INTERNATIONAL COMMERCE of July 16, page 39.

Bids are invited by December 15, 1962 for the supply and installation of a complete sawmill, including power-generating equipment. Plans include the future use of a steam plant designed to utilize mill waste as fuel.

American investors who can qualify for and obtain Agency for International Development financing should find this opportunity attractive. The investment climate is described in the article "Cambodia seeks investments in infant industries, joint ventures preferred" which appeared in INTERNATIONAL COMMERCE, page 33 of August 27.

Specifications for the sawmill operation are based on a monthly capacity of 420,000 board feet. An 8-hour work day is contemplated.

The principal trees to be used are Koki (hopea odorata) and Chhoeuteal (diperocarpus). The average tree has a diameter of 3 feet with a maximum length of 43 feet which would presumably be cut to shorter lengths before sawing.

Bids must include a description of the characteristics of the saws and equipment and relative prices. These must also be accompanied by an installation program and an indication of the terms of performance guarantees.

Address inquiries to the Office of International Investment, Code 3-240-3, Department of Commerce, Washington 25, D.C.

Equipment, steel output asked in New Zealand

A New Zealand firm that manufactures metalwork, nonferrous work, bolts, structural steelwork and builder's equipment is interested in producing a wide range of U.S. products under a licensing or some other agreement.

It is interested in making structural steelwork, agricultural machinery, material-handling equipment, steel grill flooring, presswork, hydraulics, trailers, gantries, and bolts and nuts.

Write to Structural Fabrications, Ltd., Carbine Rd., Mt. Wellington, Auckland, E.2, P.O.B. 14-038, New Zealand.

U.S. to issue investment guaranties in Colombia

The Governments of the U.S. and Colombia have reached an understanding by which the U.S., pending submission of a draft investment guaranty agreement to the Colombian Congress, will install immediately its full investment guaranty program in Colombia.

Agreement has been reached on the draft of an accord which will be submitted to the Colombian Congress. Pending this formal agreement, the U.S. will go forward with the full program. However, individual guaranties will have to be approved by the Colombian Government before their issuance.

AID officials say that inauguration of the investment guaranty program means that guaranties totalling approximately $137 million under pending applications for Colombia can be made available.

Investors already have applied for such guaranties, even though they have known that their issuance would be withheld pending the conclusion of an agreement. Under the interim agreement, AID will begin to issue the guaranties immediately.

Dairy equipment license wanted by Canadian firm

A Canadian company seeks to manufacture dairy equipment under license from an American firm.

Its Industrial Division is engaged in the production of logging, sawmill, and mine equipment; general engineering and repairing; boiler work; forging; sheet metal, structural steel, stainless and aluminum fabricating.

Write Burrard Dry Dock Co., Ltd., Industrial Division, P.O. Box 99, 109 E. Esplanade, N. Vancouver, B.C., Canada.

Indonesian Borneo timber resources to be exploited; production-sharing opportunity exists for U.S. firms

A $3-million investment needed; project includes survey of forest area, erection of sawmill, staff training

Indonesian promoters seek to obtain American assistance in erecting a sawmill and to help in conducting a survey of a forest region in Indonesian Borneo.

An investment of up to $3 million would be required, it is estimated.

The U.S. participant is also expected to help run the mill and to train Indonesians to operate the machinery.

In return, the American collaborator would receive a percentage (to be negotiated) of the sawmill's output. This production-share arrangement would continue for a number of years sufficient to cover the original investment, plus a negotiated rate of return (see "Benefits of Production Sharing," INTERNATIONAL COMMERCE, p. 37, July 16).

The forest reserve is said to be located in some of the world's most extensive reserves of tropical rain forest. It is situated at the mouth of a 500-mile-long river which drains the area.

The proposed enterprise has the support of provincial authorities and the support of the central government is now being sought.

Exports proposed

The greater part of the mill's output would most likely be exported and the remainder sold in Java. Indonesia has traditionally been an exporter of logs and lumber products to other Asian countries, particularly Singapore, Malaya, Hong Kong and Japan.

In recent years interest has been shown in the exploitation of this forest area for plywood materials.

Information on the latest Government-of-Indonesia guidelines on production sharing is available on loan. Address inquiries to the Office of International Investment, Code 3-2421-1, Department of Commerce, Washington 25, D.C.

Indonesian alumina project opens

Engineering, mining services also needed for bauxite mining

A Government-of-Indonesia corporation wishes to contract for the services of an engineering and mining company to build a complete facility, operate bauxite mines and manufacture alumina.

Profits would be derived on a production-sharing basis (INTERNATIONAL COMMERCE, July 16 article, "Benefits of Production Sharing" page 37).

Mining, ore beneficiation plant, electric power and other equipment are needed to produce a target volume of 50-100,000 tons of alumina a year. This would involve the mining of about 100-200,000 tons of bauxite annually.

It is also proposed that all marketing would be handled by the investor during the contract period and for a period thereafter. The investor would be given the option to continue marketing activities after this period.

Additionally, investors would share up to 50% of output.

Arrangements can be made to obtain available survey information. Write to the Office of International Investment, Code 3-1051-1, Department of Commerce, Washington 25, D.C.

German equipment company requests cross license

A West German manufacturer of equipment and spare parts for railroad rolling stock and aerating and ventilating equipment, used in the construction of bomb shelters, wants to produce similar products under license from an American firm.

In exchange, the company is willing to license its products for manufacture in the U.S.

American firms interested in this reciprocal-licensing arrangement may write to Paul Garthe KG, 4-8 Voerdstrasse, Ennepetal, Westfalen.

Turkey's 5-year plan calls for $6.6 billion investment in housing, industry, crops

Target is 7 percent annual economic growth rate, with $4 billion public-sector spending, $2.6 billion private

Turkey's new $6.6 billion economic development plan will emphasize housing, agriculture, and industry, according to preliminary information received by the U.S. Embassy in Ankara.

The 5-Year Plan's primary target is to achieve an annual 7% economic growth rate. Major provisions of the plan as presented to Parliament call for investments of $6.6 billion, or 18.3% of gross national product, in 1962-1967. Of this, $4 billion is planned for the public and $2.6 billion for the private sector. Stress is placed on investment in housing ($1.4 billion), agriculture ($1.2 billion), and manufacturing ($1.1 billion).

Housing

Housing emphasis will be on non-luxury houses and apartments. Provision of low-cost lots and low-rent houses will avoid so-called "mushroom" house construction. Manufacturing investment, especially in consumer goods industries, will be encouraged by an increase in industrial credits and implementation of an accelerated amortization system.

A special effort will be made to improve shipyards with a view toward discontinuing ship importation by 1965 and going into domestic manufacturing with necessary spare parts imported.

Cars, trains, trucks

It appears from proposed import restrictions that one goal for the manufacturing sector is development of Turkey's motor vehicle industry. Trucks and buses will be imported without bodies, and train cars and locomotives, and passenger cars weighing over 1,110 kg will not be imported. The Electrical Energy Association of Turkey will be established to manage electrical energy throughout the country.

Most agricultural investment will be in the public sector, while investment in communications and transportation is to be divided between the public and private sectors. Highway construction projects are to be run by private enterprise, railways by the State, and maritime lines by both State and private enterprise. Current plans call for 5 new 100 kilowatt radio stations.

Tourism

Tourism is expected to increase by about 12% a year, and approximately $92 million will be invested to encourage tourists in the Marmara, Aegean, and Antalya regions.

Further information on Turkish development plans will be reported in INTERNATIONAL COMMERCE when more detailed data are available. The plan is expected to receive final parliamentary approval by the end of this month.

Turkey: cash deposits

A list of items on which Turkey's Central Bank recently ordered increases in cash deposits required with import license applications (*International Commerce*, October 1, p. 23), is now available from the Near East-South Asia Division, Bureau of International Programs, U. S. Department of Commerce, Washington 2, D. C.

Deposit requirements for applications to import commodities on Turkey's global quota list, usually 10%, have been raised to 20% on items for which the total of all applications amount to 6 to 10 times the quota, to 30% on items for which applications are 11 to 20 times the quota, and to 40% where applications are over 20 times the quota.

REDS BUY MORE GRAIN

Communist China's grain purchases for 1962 delivery are now estimated at 4,465,000 metric tons compared with a total of 3,694,000 tons estimated earlier. Imports during 1961 amounted to 5,396,000 tons. Additional quantities of grain have been obtained from Argentina and France, which largely accounts for the higher estimate of 1962 imports.

STRENGTHENING INDUSTRIAL FABRIC: Akau Iplic textile factory, Istanbul. (World Bank photograph)

Current Ecuadorean tariffs favor capital goods, raw materials, consumer items

Schedule includes protectionist rates for certain fats and oils, animal-feed concentrates, insecticides

Many U.S. exporters are expected to benefit from generally lower rates in the Ecuadorean Customs Tariff which became effective on July 2, according to the U.S. Embassy in Quito.

Tariff cuts in the new schedule do not extend to some products which compete either with existing domestic industries or industries likely to be established in the future planning of the Government for economic development. While higher rates have been imposed on these, some attempt has been made to reduce duties on items now entering the country via contraband trade channels.

The 1962 Customs Tariff Schedule was developed against the backdrop of Government devaluation of the sucre from 15 to 18 sucres to the dollar, resulting in a corresponding increase in the price of imports—including some "essential" goods.

Importers and other groups requested lower tariff rates to compensate for higher costs occasioned by the currency devaluation. As a direct result, capital goods, raw materials and consumer goods for which the local economy could produce no acceptable substitute and which were important to the country's economy became beneficiaries of lowered tariff rates in the new 1962 schedule.

Trends

A brief analysis of the 1962 schedule provides fairly clear indications of the direction the country's development is likely to take in the next few years, since a fundamental purpose of the tariff structure was to stimulate new industries or expansion of existing industries. Capital goods and raw materials needed for the development of such industries are accorded lower duty treatment than previously, whereas the imported end-products which are or would be competitive with local industry have been assessed higher duty rates. The protectionist effect of the new schedule is thus evident in such categories as hydrogenated fats and oils of vegetable or animal origin, soybean oil, palm and cocoa oils, animal feed concentrates, powder insecticides with a DDT base, washed wools, wool threads and linters used by the textile industry, porcelain sanitary articles, unfilled tinplate boxes and cans, electric storage batteries of less than 500 amperes per hour, kraft paper, canned sardines, and whiskey.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

Sliding system

The 1962 schedule introduces a sliding system of progressive rates over a period of years, starting with low rates now which are to be increased over the next few years. The system seems to be applied primarily to unfilled tin and steel cans and boxes, to certain kinds of threads, to wool, to linters and to hydrogenated oils. The Government's aim is to encourage diversification of both industrial and agricultural production.

U.S. exporters will find more favorable rates of duty on many products consumed by Ecuador. Following is a list of the more important products, of which the U.S. was the principal supplier in 1960, and for which 1962 rates of duty are more favorable than those of the previous schedule (INTERNATIONAL COMMERCE, August 6, p. 45):

Level of Importation: $100,000–$500,000. Chickens and other fowl for breeding purposes; hops; gum; paraffin; caustic soda; plastics; insecticides in powder form not of DDT base or liquid insecticides without kerosene; chemical and pharmaceutical products; organo-therapeutic products (such as rennets, pepsins, human plasma, and others); graphite or colored pencils; syrups for soft drinks; dental pastes and powders; lubricating materials; tires and tubes; cotton textiles; bottles for beer and soft drinks; sheet iron and steel; special steels for soldering and electroplating; pipes and rods of iron or steel; tools and utensils for agriculture and industry, and hand tools; boilers; parts and accessories of explosion-type and internal combustion motors; hydraulic machines; parts for roadworking machines; irrigation equipment and apparatus; air pumps and compressors; accounting and calculating machines, parts and accessories; heavy equipment and machinery; bearings; dynamos; electric transformers; electric dry-cell batteries; and electrical equipment for vehicles.

Level of Importation: $500,000–$1,000,000. Parts and accessories for explosion-type and internal combustion motors; printing machinery and equipment; tractors; airplanes and helicopters.

Level of Importation: $1,000,000–$2,000,000. Petroleum derivatives; medicinal pills, tablets, etc; trucks of 3 tons or more; machinery and apparatus for rigging gear, transport, lifting, loading, and unloading; parts and accessories for tractors and vehicles.

Level of Importation: $2,000,000–$3,000,000. Wheat; tires for trucks of 3 or more tons, for tractors, airplanes, and agricultural or road machinery; chassis for trucks of 3 or more tons.

Items imported by Ecuador from the United States which will generally be adversely affected by immediate increases in the tariff rates include: sardines, animal-feed concentrates; insecticides in powder with a DDT base; table crystalware; metallic structures; pumps for distribution of gasoline and other liquids; and storage batteries of less than 500 amperes.

BELGIUM: COAL FROM U.S.

An additional coking coal quota of 26,045 metric tons has been granted to the United States by Belgium.

This brings the total 1962 quota for U.S. bituminous coal to 424,300 metric tons, a 7.2% increase, following September 1 removal of all Belgian restrictions on anthracite importation (INTERNATIONAL COMMERCE, September 24, p. 27).

Brazil suspends profit remittances pending capital registration under new law; amendment passes Senate

Superintendency of Money and Credit to issue registration rules; certain curbs to be invoked only in balance of payments crisis

Brazil's Banking Fiscalization Department has suspended exchange transactions representing the remittance abroad of profits, repatriated capital, and royalty and technical assistance payments, pending the registration of foreign capital in Brazil under the recent foreign investment law. Regulations are to be issued shortly by the Superintendency of Money and Credit.

The new law was signed on September 3 and became effective on September 27, the date of its publication in *Diario Oficial*. Foreign capital investments already existing in Brazil on the law's effective date must be registered within 180 days, and new foreign investments within 30 days of their entrance into the country.

Compromise

The legislation in the main is a compromise formulated by a joint Senate-Chamber of Deputies committee established after November 1961 passage by the Chamber of a more restrictive bill. Certain inconsistencies arise from the fact that the Chamber reinserted specific provisions of the November bill: Annual profit remittances abroad shall not exceed 10% of the value of the registered investment; profit remittances exceeding this limit shall be considered a repatriation of capital and may not exceed 20% annually of the registered capital; and profits in excess of 10% which are reinvested will be registered as supplementary capital and will not bear remittance rights. Other sections, however, provide for limitations on profit remittances only when a critical balance of payments situation exists, and also permit registration of reinvested profits for the purpose of calculating future remittances.

Amendment sought

An amendatory bill to correct the inconsistencies was passed by the Senate in August, but the Chamber of Deputies has not yet acted on the bill. It provides: (1) Annual profit remittances shall not exceed 8% in the case of foreign capital invested in non-productive enterprises or the production of luxuries; (2) annual profit remittances in the case of other foreign capital may be restricted for a limited period during times of serious balance of payments disequilibrium; (3) earnings not remitted abroad may be reinvested. Contrary provisions are revoked.

CHILE: FLEXIBLE EXCHANGE

A fluctuating exchange system opened on October 15 with a new bankers' (official) buying rate quoted at 1.38 escudos to the dollar, replacing the old rate of 1.05 established in 1959. The announcement caused the brokers' free rate to strengthen to 1.95 escudos to the dollar. Both exchange markets will be operated by the Central Bank.

Nicaragua pares realty transfer and legal document stamp taxes

Nicaragua has made small reductions (effective September 1) in recent taxes on real estate transfers and on legal document stamps (INTERNATIONAL COMMERCE August 13, p. 37).

As published in *Diario Oficial*, the revised real estate transfer tax provides a sliding scale: for property valued up to 50,000 cordobas ($7,142.86), 1%; between 50,000 and 100,000 cordobas ($14,285.71), 1% on the first and 1½% on the second 50,000 cordobas; and for property valued in excess of 100,000 cordobas, 1% on the first 50,000, 1½% on the second 50,000, and 2% on the remainder above 100,000 cordobas. Previously, the tax was a flat 3%.

Under the amended stamp tax some of the items have been reduced, including the tax for general power of attorney—now 25 cordobas ($3.57) rather than 100 ($14.29).

Other taxes imposed in June including those on income, inheritances, personal property and real estate remain unchanged except that the effective dates were postponed to September 1 and October 1, 1962, (see INTERNATIONAL COMMERCE, September 3, 1962, p. 42).

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

GREECE—Ministry of Commerce approves award of contracts by Hellenic Telecommunications Organization Ltd. (OTE) to British firm, Submarine Cables, for **cables** valued at $56,784, and to Italian firm, Ing. Enea Colapinto, for **protector sockles, rare gas tube arrestors and fuses** valued at $20,273.

PAKISTAN—Government announces contract awards to: AEG Electrotecnica GmbH, Karachi (tender no. VA-2/ICA/400/63195/19/A/60/11) for 500 **electric meters,** West German origin, $9,437; Univerdent Ltd., Karachi (tender no. VA-2/ICA/400/63195/21/60/15) for 185.5 tons of **M.S. angles and flats,** West German origin, $20,773; and Consolidated Equipment Co., Karachi (tender no. VA-2/ICA/400/63195/23/A60/7) for **power grader, ripper and spare parts,** origin Le Tourneau Westinghouse Co., U.S., $47,347. Detailed award announcements available.★

Telegraph and Telephone Department awarded tender no. Pur 214/62/421 to K. S. Anwar, Karachi, source of supply West Germany.

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Tenders invited in Greece for radio transmitters

The Director General of Procurements, State Purchases Directorate C', 50 Socratous St., Athens, is inviting bids for one 2,500-watt, 4-channel HF radio transmitter (frequency range 2 to 22 mc/s) and ten 200-watt HF radio transmitters (frequency range 2 to 20 mc/s).

Closing date for bids under tender C/606/62, reference 313260/20775, is 1 p.m. Nov. 12.

Interested firms may review specifications and bidding instructions in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

Ceylon Government railway wants bids on rail anchors

Worldwide tender for sealed bids calling for 400,000 rail anchors to suit 80 lbs. F.B. rails as shown on Drawing No. 14800, and 200,000 rail anchors to suit 88 lbs.F.B. rails as shown on Drawing No. 14815 are invited by The Chairman. Tender Board, Ministry of Transport and Works, P.O. Box 547, Colombo, Ceylon. Closing date January 16, 1963.

Copies of tender conditions may be obtained from The Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Avenue, Washington 8, D.C.

Tenders without drawings may be examined in Room 4212, Transportation Equipment Div., BDSA, U.S. Department of Commerce, Washington, D.C.

UAR extends bid deadline for 3 traveling cranes

Closing date of bids for the supply of 3 overhead traveling cranes for the Egyptian Railways has been extended from Sept. 1 to Jan. 15.

The bid is for supply, design, construction, and delivery of one 20-ton electric overhead traveling crane, with auxiliary hook of 7.5-ton capacity, and two 5-ton electric overhead traveling cranes.

The tender number is 82, and specification number is 1005; address correspondence to The Inspector General, Mechanical and Electrical Engineering Department, Egyptian Railways, Railways Building, First Floor over Shoubra Subway, Shoubra, Cairo, United Arab Republic.

A copy of the bid invitation and specifications is available on loan from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5589).

Mozambique to purchase rail passenger coaches

Sealed bids have been requested for 6 3rd-class passenger coaches for the Beira Railway, Mozambique, each to accommodiate 130 passengers.

Tender A/CFB/1/1-117/1962 (closing date Jan. 21, 1963) may be obtained from Servico de Armazens do C.F.B., 2ª Seccao—Direccao de Exploracao do Porto e Caminhos de Ferro da Beira (P.O. Box 1399), Beira, Mozambique, or the Treasury, Beira Railway, P.O. Box 36, Beira, Mozambique, for $0.69. The accompanying 13 drawings may be purchased for an additional $9.65, which does not include postage.

Interested bidders are required to make a provisional deposit of $6,544.95 or produce a bank guarantee of like value. All bids must be submitted in Portuguese. Anticipated total value of tender will amount to $261,798.

Bids requested in Greece for electrical equipment

Greece has invited bids for procurement of underground disconnecting boxes, distribution pillars and circuit breakers.

Invitation DMKD-302/D calls for 300 underground disconnecting boxes with an estimated value of $20,000. Deadline is 2 p.m. Oct. 30.

Invitation DMKD-302/C calls for 140 distribution pillars; estimated value is $27,000. Closing date is 2 p.m., Oct. 30.

Invitation DMKD-302B/310/316B calls for circuit breakers with an estimated total value of $131,500. Bid deadline is 2 p.m. Nov. 6.

Bids should be submitted to the Public Power Corporation (PPC), 30 Chalkokondyli St., Athens, Greece.

In case of award of any of these tenders to a U.S. firm, the procurement will be charged against an AID Procurement Authorization.

Specifications are available for review or loan from the Power and Electrical Equipment Division, Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Tubular foundation piles wanted by Philippines

The Philippines has invited U.S. firms to submit bids, c.i.f. Manila, for the supply of tubular foundation piles to be used for Manila Harbor Development.

Bids should be submitted in quadruplicate to the Department of Public Works and Communication, Manila, or to the Foreign Loan Office of the Philippine Embassy, 1617 Massachusetts Ave. NW., Washington 6, D.C., before 10 a.m. Nov. 12.

Copies of the bid invitation, bid forms and material requirements may be examined at the Building Materials and Construction Industries Division, BDSA, Room 4002, U.S. Department of Commerce, Washington 25, D.C.

UAR extends bid deadline on fruit juice plants

Closing date of bids for supply and erection of 2 modern fruit juice plants at Belbais and Giza in the UAR has been extended from Oct. 20 to Nov. 4. This is the third bid extension.

Each plant is to have the capacity to process around 3 tons of fruit an hour. Fruits to be processed include oranges, limes, grapes, apricots, mangos and tomatoes.

Copies of the bid invitation and specifications are available on loan from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Saudi Arabia authorizes television stations

The Saudi Arabian Government has authorized establishment of television stations throughout the kingdom. Interested U.S. firms should contact Minister of State Abd Allah Balkhayr, Directorate General of Broadcasting, Press and Publications, Jidda, either directly or through their agents in Saudi Arabia.

Firm in Germany requires supply of petrochemicals

A German firm requires large quantities of molybdenum disulfide oil concentrates with a minimum content of 10% MoS_2. Interested U.S. companies should address offers to the U.S. Consulate General at Duesseldorf.

Ecuador requests radio communication equipment

The Port Authority of Guayaquil, P.O. Box 5739, Guayaquil, is inviting bids for radio telecommunication equipment for use in the Port's communication network.

Equipment to be purchased includes 1 long wave transmitter (1,000 to 3,000 watts, 380 and 525 kc.), 1 short wave transmitter, (400 to 1,000 watts, 6 to 15 mc.), 11 marine radio-telephone units, 2 superheterodyne receivers, antenna systems, remote control units, and other apparatus and parts. Closing date for bids under bid 14 is 11 a.m. Oct. 30.

Interested U.S. firms can review the specifications and bidding instructions in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334.)

Expansion of electrical capacity seen in Jordan

The Government of Jordan, acting upon the recommendations of a German consulting engineering firm, has granted the Jerusalem Electricity Co. the sole concession for supplying electricity in the Jerusalem District.

As a result of this law, the merger and expansion of the facilities of power companies now operating in Jordan is expected to take place.

U.S. electrical equipment suppliers wishing to participate in the expected expansion programs should contact the general managers of one or all of the following electric utility companies:

Ghaleb Nashashibi, general manager, Jerusalem Electricity Co., Jerusalem.

Fahed Awamleh, general manager, Zerka Electricity Co., Zerka.

Khalil Hamawi, general manager, Transjordan Electricity Co., Amman.

Abdel Hakem Atallah, general manager, Ajlun Electricity Co., Irbed.

Hydraulic pump market seen good in Australia

The U.S. Consulate General in Sydney, Australia, reports there is a good market in Australia for certain types of hydraulic pumps used on tractors and other types of agricultural machinery. No details are available on the pump sizes required or the potential purchasers of the pumps.

The Department of Commerce Field Offices have Trade Lists available listing Australian importers and dealers in machinery and equipment which U.S. manufacturers can use in selecting a distributor for their product. Also, they can arrange for a trade contact survey in Australia at the request of a U.S. firm, in addition to providing many other export market services.

Greeks invite bids on railway crossings, switches

Tenders calling for sealed bids by the Hellenic Electric Railways, 16 Omonia Square, Athens, Greece, for 45 railway crossings and 54 pair of switches. Closing date of tender November 15, 1962.

The crossings to be constructed at a height of 138 mm to fit K39 type rails of 39.52 kgs. per meter, Drawing No. 362B.

The switches to be made to fit on counter-rail (gegenschienen) of rail; same weight as above, Drawing No. 118A.

Tender without drawings may be examined in Room 4212, Transportation Equipment Division, BDSA., U.S. Department of Commerce, Washington, D.C.

Nigerian agency sought for monorail system

A Nigerian firm is seeking an agency agreement for passenger monorail system.

The Nigerian Government is planning to improve public transportation in the Lagos area and a tentative plan is to use a non-suspended monorail system.

Interested companies may contact Mandilas & Karaberis, Ltd., 134 Victoria St., P.O. Box 35, Lagos (WTD 2/21/62), direct for further details.

South Africa to put up sand handling plant

The South African Railways is offering tender F9136 until Dec. 14 for the supply, delivery, and installation of 1 sand handling plant.

Some of the equipment required is bins, belt conveyors, hoppers, chutes, bucket elevators, electric hoists, and dust extraction units.

Bids are to be mailed to the Chairman of the Tender Board, S.A.R., P.O. Box 7784, Johannesburg, South Africa.

A copy of the tender is available on loan to U.S. firms in the United States from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5589).

Spanish agency requested for variety of products

A Spanish company is interested in representing U.S. companies in Spain and the Canara Islands as agents, distributing all kinds of U.S. products and locating merchandise on the Spanish market.

Interested firms may contact Gloex Import-Export, Paseo de Gracia 69, Barcelona 8. A WTD report dates Feb. 2, 1962, is available on this firm.

Raw materials requested by textile firm in UAR

The Misr Co. for Manufacturing Textile Equipment, Kafr El Elew, Helwan, U.A.R., wants to receive samples and offers for the supply of a variety of raw materials needed for 1 year's production.

Examples of the materials needed are as follows:

Rubberized cotton cloth foundations, gray vulcanized rubber cloth foundations, felt cloth foundations, leather for fancy sheets, card wire, dies pattern clips, profiled steel wire, vulcanized fiber, grooved emery fillets, steel spinning travelers, special paper for tubes and cones and kasin.

The company hopes to receive offers before the end of October. Specifications are available on a short loan basis to U.S. companies in the United States from the General Industrial Equipment and Components Division, BDSA, U.S. Department of Commerce, Washington 25, D.C., telephone WOrth 7-5589.

Iraq Ports Administration seeks diesel generators

The Iraqi Ports Administration, Basra, is inviting bids for 4 diesel generator sets, with a capacity of about 10 kv.-a., covered by bid 181/62. Bid deadline is Nov. 8.

Terms and specifications are available from the Purchase and Tender Office of the Iraqi Ports Administration, Basra, for $2.80.

WEST GERMAN RECORD

West German mixed feed production in 1961-62 set a new record of 4,605,000 metric tons, showing a 28.7% increase over the previous year. Mixed poultry feed production totaled 1,931,000 tons, with a 23.6% gain; hog feed at 1,417,000 was up 38.6%; cattle feed at 1,044,000 up 24.9%; and calf feed at 113,000, up 24.8%.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be reviewed or borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(■) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

121 Bituminous Coal

Ceylon

● Coal, 140,000 tons, best selected locomotive grade; bids invited until Nov. 21. General Manager, Ceylon Government Railway, Colombo. Copies of tender available from Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. ★ (WOrth 7-5440).

200 Food

Israel

Tinned and packaged foods, alcoholic beverages. Ship Suppliers Import Co., Ltd. (ships chandler, supplier), P.O. Box 1531, Haifa. WTD 9/4/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Canada

Dietetic foods. John Popper (importing distributor), Room 327, 1150 Denman St., Vancouver 5, B.C. WTD 10/3/62.

Hong Kong

Canned tomato juice, fruit juices, fruits, especially peaches, apricots, and pears; canned vegetables. Exclusive distributorship rights. The Hong Kong Refrigerating Co., Ltd. (importer, exporter, wholesaler), 941 King's Rd., North Point, P.O. Box 291, Hong Kong. WTD 8/1/62.

220 Textile Mill Products

Germany

Cloth for manufacture of window shades. Justin Hueppe (manufacturer, importer, exporter), 200 Cloppenburgerstr., 29 Oldenburg. WTD 9/18/62.

Multi-colored woven cotton fabrics, fabrics from synthetic fibers, woolen cloth. Cordiva, Modestoffe GmbH (manufacturer), 249 Krefelder Str., Moenchen-Gladbach. WTD 9/14/62.

Elastic fabrics for foundation garments. Gala-Miederfabrik E. H. Schnabel (manufacturer), P.O. Box 47, 732 Goeppingen/Wuerttemberg. WTD 10/2/62.

Netherlands Antilles

Low priced piece goods. Community Store, Attn. V. F. Lewis (importer, retailer), 48 Zeppenfeldstraat, San Nicholas, Aruba. WTD 9/24/62.

Norway

Linen sheetings, widths 17-30 ft.; cotton bed sheetings and piece goods, 56 in. width. Sigurd Bjornstad (wholesaler), 4 Sehestadsgate, Oslo. WTD 9/26/62.

221 Broad Woven Fabric Mills, Cotton

England

Cotton cloth for industrial uses, 40 in. wide, 90 in. square, 26/30's. Fennel (Textiles), Ltd. (importer, exporter, merchant), 3 Hilton Ave., Manchester 4. WTD 9/27/62.

Sudan

● Drill, 50,000 yards, khaki (shade #2), 27 to 28 in. wide. Tender CS2645. Bid deadline Nov. 12. Office of Controller of Stores, Atbara. ★ (WOrth 2-4294).

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

Germany

Magic crepe made of rayon for manufacture of ladies' blouses. H. Baumeister KG (manufacturer, importer), 19 Jaegerstr., Krefeld. WTD 8/1/62.

227 Woven Textile Fabric Carpets

Sudan

● Carpeting, 200 yards 36 inches wide. Tender No. 2642. Bid deadline November 1. Office of Controller of Stores, Atbara. ★ (Telephone: WOrth 2-4294).

230 Apparel

Germany

Men's outerwear, particularly slacks and shirts. Heinrich Strathmann (retailer), 3-5 Duennwalderstr., Koeln-Muelheim. WTD 9/24/62.

Netherlands Antilles

Men's and boys' suits, hats, underwear. Community Store, Attn. V. F. Lewis (importer, retailer), 48 Zeppenfeldstraat, San Nicolas, Aruba. WTD 9/24/62.

239 Miscellaneous Fabricated Textile Products

Belgium

Mosquito netting for sale in Congo. Eloi-Congo S.C.A.R.L. (importer, exporter, retailer), 37 Blvd. Audent Charleroi, or Eloi-Congo P.O.B. 8852 Kingabwa Leopoldville, Congo. WTD 10/2/62.

Denmark

Toilet seat covers. Messen, Hilligsoe, Koedt & Co. (mail-order house, department store), Kobmagergade 42, Copenhagen K. WTD 9/25/62.

Netherlands Antilles

Household linens. Community Store, Attn. V. F. Lewis (importer, retailer), 48 Zeppenfeldstraat, San Nicolas, Aruba. WTD 9/24/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

British Guiana

Used shelters or storage structures, approximately 300 x 150 x 30 ft., for storage of rice. Lance Rayman, Director, B. G. Rice Development Co., Ltd. (Government corporation), 142 Regent St., or P.O. Box 124, Georgetown.

249 Miscellaneous Wood Products

Germany

Wooden dishes. Direct purchase and agency, c.i.f. Bremen, and proposes payment by cash against documents. Schultzen & Hesse G.m.b.H. (importer & wholesaler), 2 Bergstrasse, Verden/Aller. WTD 9/21/62.

262 Paper, Paperboard Mill Products

Iraq

● Blotting paper, cable paper, box cardboard and variety of other papers and paperboards for use in manufacturing and shipping products of dry cell battery plant. Total quantity approximately 500 tons. Tender PROD/4/2/1962, bid deadline Nov. 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. ★ (WOrth 7-3003).

264 Converted Paper, Paperboard Products

France

Wall paper, hand printed and machine printed. Direct purchase and agency. Union Decor (manufacturer, dealer), 236 rue du General De Gaulle, Mons-en-Baroeul (Nord).

Germany

Decorated paper, suitable for impregnation with synthetic resin, melamine, phenol, polyester. Requests replies in German. Edwin Kranz K.G. (manufacturer), Postfach 538, 4980 Buende/Westfalen. WTD 9/24/62. Sample. ★

Saudi Arabia

Stationery, social announcements, office and school supplies and accessories. International Publications Agencies (importer, retailer, exporter, wholesaler, manufacturer), P.O. Box 307, Alkhobar. WTD 8/14/62.

Stationery, office and school supplies. Mohamed Saeed Babaidhan (importer, retailer, exporter, wholesaler, manufacturer, commission agent), P.O. Box 76, Alkhobar. WTD 9/2/62.

270 Printing, Publishing

Saudi Arabia

Books and magazines: educational, trade, adult and juvenile. International Publications Agencies (importer, retailer, exporter, wholesaler, manufacturer), P.O. Box 307, Alkhobar. WTD 8/14/62.

Books and magazines: popular, inexpensive pocket books and general reading popular magazines. Mohamed Saeed Babaidhan (importer, retailer, exporter, wholesaler, manufacturer, commission agent), P.O. Box 76, Alkhobar. WTD 9/2/62.

273 Books

Norway

Paper-back books. Erik Qvist Bok- og Papirhandel (wholesaler), 2 Hansteensgate, Oslo. WTD 8/26/62.

277 Greeting Cards

Germany

Greeting cards and related paper products. Forster Verlag (importing distributor), Heilwigstr. 118, Hamburg 20.

280 Chemicals, Allied Products

Germany

Thermoplastic compound, hot dipping, strippable, and rust preventive compounds according to U.S. specifications JAN-C-149, MIL-P-149A, MIL-C-11 796. Direct purchase and agency. Herwart Platz KG (manufacturer, importer, exporter, wholesaler), P.O. Box 48, Maikammer, or Maikammer an der Weinstrasse.

281 Industrial Chemicals

France

Molybdenum bisulphide; requests replies in French. Direct purchase and agency. Société Sarcga—Raffinerie Aiglon (producer), 60 avenue de la Republique, Aubervilliers (Seine).

Industrial chemical products except synthetic products; requests replies in French. Société d'Hydrocarbures de Saint-Denis (producer, dealer), 9 rue Louis Murat, Paris 8e.

Finished petrochemical products; requests replies in French. Direct purchase and agency. SICAR—Société d'Importation de Carburants & Derives (importer, wholesaler, retailer), 5 route du Bassin No 6, Gennevilliers (Seine).

Iraq

● Chemical materials (all quantities in kilograms) as follows: perchlorvinyl varnish, 36; zapon varnish, 6); ethyl alcohol, raw, 18; starch gum, acidic maize, 2,200; pine colophony, high grade, 4,100; nitric acid, density 1.4 310; nitric acid (C.P.), 60; hydrochloric acid, commercial, 300; hydrochloric acid (C.P.), 75; ethyl alcohol, rectified, 18; sodium chloride, 18; potassium hydroxide, com., 100; calcined soda, 4; sodium phosphate, tribasic, 310; sodium hydroxide, com., 95; liquid glass, 265; sulphuric acid, d=1.83, 400; boric acid, 8; nickel sulfate, 16; sodium sulfate, 5; magnesium sulfate, 5; vaseline, yellow, 315; tin chloride, 6; nickel chloride, 10; potassium carbonate, 5; sodium fluoride, 6; silicon dioxide, 2; chrome oxide, 2; potassium nitrite, 2; chromium sulfate, 24; ammonium fluoride, 3; copper sulfate, 10; sodium hydroxide, 50; lithium hydroxide, 5; barium hydroxide, 60; tender Prod/4/1/1962, bid deadline Nov. 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.

Taiwan

● Total of 25 metric tons iron oxide red 91-93% Fe_2O_3, 550 kgs. chrome yellow lemon 100 90-98%; 1,150 kgs. chrome yellow, medium 5G 98%, 10,200 kgs. barium sulphate, precipitated 96-98%, 50 kgs. rich gold bronze powder, 100 kgs. graphite powder black, 2 metric tons gilsonite sparkling black, 50 kgs. aluminum powder, 20 kgs. rofan violet 142/55, 1 metric ton melamine formaldehyde resin, 500 metric tons (probably intended to be 500 kgs.) triethanolamine technical grade. Invitation to bid Job No. GFC-12694-1(H). Bid deadline Oct. 30. Particulars and specifications available from Purchasing Department, Central Trust of China, 68 Yen Ping Nan Lu, Taipei. ★ (WOrth 7-3512).

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Cold setting cast resins, polyester resins, epoxy resins. Koch & Sterzel Kommanditgesellschaft, Transformatorenwerk, Vertriebsabt (manufacturer), 160-180 Altendorferstr., Essen. WTD 9/24/62.

South Africa

Bulk quantities of raw materials for manufacture of synthetic resins. Netherlands-African Paint Factories (Pty.), Ltd. (importer, manufacturer), P.O. Box 46, Kuilsriver, Cape Province. WTD 12/1/61.

Polyethylene. Platex (Pty.), Ltd. (manufacturer), P.O. Box 282, Paarl, C. P. WTD 7/23/62.

283 Drugs

Ceylon

● Chlorhexidine and cetrimide solution (chlorhexidine 1.5% w/v; cetrimide 15% w/v) 2,500 imperial gallons in 7 and 5 gallon tins. Bid deadline Dec. 4. Tender schedule 193/105 (VII) obtainable from Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. ★ (WO 7-2239).

Germany

Pharmaceutical products and basic chemicals used in pharmaceutical and cosmetics industries. Direct purchase and agency. Ottomar Paesel und Kurt H. Stieler Import-Grosshandel (importer, wholesaler), 10 Loeherstr, Frankfurt/Main. WTD 9/20/62.

Pakistan

■ Amyle acetate, acetic acid glacial, borax technical granular, boric acid U.S.P. powder, caustic soda flakes, rangolite C lumps (sodium sulphoxylate formaldehyde), acetone pure, acetone U.S.P., acid benzoic pure, acid hydrobromic, acid sulphuric, A. R., acid sulphosalicylic, acid tannic light U.S.P., ammonium sulphide, asparagin, barium bromide, benzaldehyde, soda bicarb U.S.P., benzene A. R., creosol U.S.P., glycine, iron citrate, iron sulphide sticks, potassium chlorate, bromate, sodium arsenate. Loan 53; U.S. source. IL #203553. Credit amount, $9,272. Bid deadline Nov. 5. Fazal Din & Sons, 53 The Mall, Lahore. ★

285 Paints, Varnishes, Lacquers, Enamels

Pakistan

Insulating varnish, paints, thinners, putty, surfacers. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

286 Gum, Wood Chemicals

France

Lignin; requests replies in French. Iris, S.A. (refiner), 78 rue de Verlinghem, Quesnoy-sur-Deule (Nord).

Converted alcohol for household purposes and 95° industrial alcohol; requests replies in French. Direct purchase and agency. Docks des Alcools, Carburants & Lubrifiants (importer), 23 avenue President Wilson, La Plaine-St.-Denis, Seine.

287 Agricultural Pesticides

Iraq

● Malathion, 50% emulsifiable concentrate, 40 metric tons; DDT, 50% W.P., 10 metric tons, deadline November 11. Central Foreign Purchasing Board, Ministry of Finance, Republic of Iraq, Baghdad. (Telephone: WOrth 7-3910) ★

● Endrin, 18-20% emulsifiable concentrate, 16 metric tons; ethyl parathion, 50% emulsifiable concentrate, 3 metric tons, deadline November 18, 1962. Central Foreign Purchasing Board. Ministry of Finance, Republic of Iraq, Baghdad. (Telephone: WOrth 7-3910) ★

289 Miscellaneous Chemicals Products

France

Dopes and additives used in manufacturing industrial oils and greases; requests replies in French. Direct purchase and agency. Solvol, S.A. (producer), 36/42 rue du Dix-Huit Juin, Ermont (Seine & Oise).

291 Petroleum Refining

France

Micro-crystalline waxes and paraffins; requests replies in French. Raffinerie Meridionale de Ceresines (importer, wholesaler), 245 route de Stalingrad, Bobigny (Seine).

Finished petroleum products, particularly gasoline, white spirit, kerosene, gas oil, fuel oils, lubricants, greases, paraffin; requests replies in French. Ets. Macron-Alty (importer), 58 rue Wilson, Somain (Nord).

Crude hard petroleum waxes (high melting point); requests replies in French. Raffinerie Francaise d'Ozokerite (producer), 105 avenue de Stalingrad, Argenteuil (Seine & Oise).

Lubricants and other finished petroleum products employed in industry; requests replies in French. Direct purchase and agency. Société J. de Vienne (importer, producer, wholesaler, retailer), 151 blvd. Haussmann, Paris 8e.

Liquid petroleum products to be imported in bulk and processed or packed by firm for resale; requests replies in French. Direct purchase and agency. Société des Petroles Lubridor (importer, exporter), 21 bis rue Lord Byron, Paris 8e.

Liquid gases, propane, butane, and other finished petroleum products; requests replies in French. Direct purchase and agency. Société Havraise des Petroles du Hoc (importer, wholesaler, retailer), 55 avenue Bugeaud, Paris 16e.

Finished petroleum products, particularly gasoline, white spirit, kerosene, gas oil, fuel oil, lubricants and greases; requests replies in French. Société des Petroles Pursan (importer, wholesaler), 5 rue Jules Lefebvre, Paris 9e.

All kinds of finished petroleum products; requests replies in French. Société Francaise des Huiles Starco (importer, producer, wholesaler), 3 avenue de la Republique, Beauvais (Oise). WTD 4/21/59.

Dopes and base oils for manufacture of lubricants and greases; requests replies in French. Cofranc (importer, wholesaler, producer), 18 rue des Bons Enfants, Paris 1er. WTD 3/31/62.

299 Miscellaneous Petroleum, Coal Products

France

Lubricants and greases; requests replies in French. Direct purchase and agency. Ets. Cornette (producer), 18 rue Patenotre, Rambouillet (Seine & Oise).

Lubricants, bright stock, neutrals; requests replies in French. Direct purchase and agency. Société d'Importation & de Revente des Carburants & Lubrifiants Automobiles (producer, wholesaler), 16 avenue de Wagram, Paris 8e.

Lubricants and greases of all kinds. Direct purchase and agency. Abco Petroleum Co. (producer, wholesaler, importer, agent), 14 rue de Marignan, Paris 8e.

Oils used in metalworking; requests replies in French. Ets. Noblet—Huilerie Centrale d'Ivry (producer, wholesaler), 16 rue Paul Mazy & 5 rue Pasteur, Ivry-sur-Seine (Seine).

Lubricants and greases; requests replies in French. Direct purchase and agency. S. A. Suroil (producer, wholesaler), 39 route du Bassin No. 6, Gennevilliers (Seine).

301 Tires, Inner Tubes

Germany

Automotive tires and tubes of all types; requests replies in German or French and price quotations c.i.f. Hamburg with cash payments against documents. Otto Kranich GmbH (importer, wholesaler), 20-24 Strasse des 13 Januar, Saarbrucken/Saar.

306 Fabricated Rubber Products

Germany

Industrial and commercial rubber goods; water hoses, driving and conveyor belts; requests replies in German. Direct purchase and agency. Schieffer & Co. KG (importing distributor), Postfach 445, 4780 Lippstadt/Westfalen. WTD 9/19/62.

Transparent guttapercha tissue strips in rolls of 50 meters; used to mend paper in producing paper bags; requests replies in German. Sample. ★ Schieffer & Co. KG (importing distributor), Postfach 445, 4780 Lippstadt/Westfalen. WTD 9/19/62.

307 Miscellaneous Plastics Products

Germany

Ladders from plastic material; price quotations c.i.f. Rotterdam desired; requests replies in German. Direct purchase and agency. Lorenz Hasenbach (manufacturer), 6277 Camberg/Taunus, or P.O. Box 17.

312 Industrial Leather Belting, Packing

Pakistan

Leatheroid insulating materials. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

314 Footwear

Netherlands Antilles

Men's and boys' shoes. Community Store, Attn. V. F. Lewis (importer, retailer), 48 Zeppenfeldstraat, San Nicholas, Aruba. WTD 9/24/62.

316 Luggage

Netherlands Antilles

Ladies' luggage sets, including beauty cases. Palais Oriental Import & Export Co., Ltd. (importer, retailer, wholesaler), 57 Prinsenstraat, Willemstad, Curacao. WTD 7/5/62.

322 Glass, Glassware

France

Glassware and crystal ware, cut and molded; requests replies in French. Direct purchase and agency. Société Barois (dealer), 69 rue d'Hauteville, Paris 10e.

Glass gift articles; requests replies in French. Direct purchase and agency. Cristalux (dealer), 13 rue de Paradis, Paris 10e.

Germany

Household glass. Direct purchase and agency, c.i.f. Bremen, and proposes payment by cash against documents. Schultzen & Hesse G.m.b.H. importer, wholesaler) 2 Bergstrasse, Verden/Aller. WTD 9/21/62.

Machine blown whiskey tumblers; requests replies from manufacturers only. Sketch. ★ Glaswerk H. u. Kl. Ritzenhoff K.G. (manufacturer), 3538 Nieder-Marsberg/Westfalen. WTD 9/21/62.

326 Pottery, Related Products

France

Porcelain gift wares; requests replies in French. Direct purchase and agency. Cristalux (dealer), 13 rue de Paradis, Paris 10e.

Germany

Dishes of China, pottery, porcelain, ceramics. Direct purchase and agency, c.i.f. Bremen, and proposes payment by cash against documents. Schultzen & Hesse G.m.b.H. importer, wholesaler) 2 Bergstrasse, Verden/Aller. WTD 9/21/62.

327 Concrete, Gypsum, Plastic Products

Italy

Noncombustible panels (combination of gypsum, lime and asbestos) for interior finishing. MGN—Ransa Industrie Navali Specializzate Srl (ship repairer, decorator), 44 Via al Molo Giano, Genoa.

329 Abrasives, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Diamond powder; requests replies from manufacturers only. Direct purchase and agency. Dr. Hahn KG (importing distributor, manufacturer's agent), 37 Augustastr., Hagen/Westfalen. WTD 5/22/62.

India

Emery grains, grits to I.S.S., grades 00, 0, 1, 1½, 2, FF, F, 2½, 3, and grit No. 30—250 tons; aluminum oxide grains frown, grits to I.S.S. grades 16, 20, 24, 30, 36, 46, 54, 60, 80, 100, 120, 150, 180, 220—150 tons; aluminum oxide grains white, grits to I.S.S., grades 24, 30, 36, 46, 54, 60, 80, 100, 120, 150, 180, 220—20 tons; silicon carbide grains black, grits to I.S.S., grades 24, 30, 36, 46, 60, 80, 100—10 tons; silicon carbide grains green, grits to I.S.S., grades 30, 36, 46, 60, 80, 100, 120, 150, 220—25 tons, Krishnala Thirani & Co., Ltd. (manufacturer), Ilaco House, 1 and 3 Brabourne Rd. Calcutta 1. WTD 1/11/60.

Pakistan

Insulating materials such as empire tapes, sleevings, fiber sheets. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

331 Steel Mill Products

Belgium

Annealed binding wire; barbed wire; galvanized wire fence netting; hexagonal wire; galvanized pipes, threaded and coupled in lengths of 20 ft.; welded tubing for furniture; common nails. Direct purchase and agency. Eloi-Congo Scarl (importer, exporter, retailer), 37 Blvd. Audent, Charleroi, or P.O. Box 8852 Lingabwa, Leopoldville, Congo. WTD 10/2/62.

Congo, Republic of

● Paper clips, 7,500 boxes (of 100 each), 25 millimeters; paper clips, 160 boxes (of 100 each), 50 millimeters; standard 26/6 staples, 5,700 boxes (of 1,000 each). Specification 3432/14/62, bid deadline Nov. 17. Monsieur le Chef de la Section Approvisionnements du Gouvernement Central, Magasins Generaux, B.P. 3045, Leopoldville/Kalina. Copy of specification in French available. ★ (WOrth 7-4387).

Germany

Varnished steel coils 0.5-1.0 mm. thick and 40-200 mm. wide. Justin Hueppe (manufacturer, importer, exporter), 200 Cloppenburgerstr., 29 Oldenburg. WTD 9/18/62.

Iran

Steel pipe, 12 in., for casings for deep water wells; other types and sizes will be considered; requests price quotations C&F Khorramshahr. Morteza Akbarzadeh (sales agent), Kucheh Saqafi, Chahar Bagh, Isfahan. WTD 9/20/62.

Iraq

● Barbed wire: 5,000 coils consertina short barbed wire, Danneart type, to British Ministry of Supply specification RE/PROV/344 OD, except for specified restrictions dipped in black preservative; 8,000 reels commercially galvanized mild steel barked wire 2 ply 4 point 3 in. or 6 in. apart, 12½ SWG on reels 100 lb. net. Bids requested on following basis: FOB or FAS, C & F Basrah, C & F Baghdad. Tender, ORD/86/1962, bid deadline Nov. 1. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. ★ (WOrth 7-2613).

Pakistan

Steel sheets for manufacture of electric fans; m.s. sheets, angles, channels, plates, rods; pig iron; galvanized iron pipe; die steel; extra deep drawing steel sheets for manufacture of electric fans; seamless steel tubes. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

M.S. sheets and cuttings, plates and cuttings, strips; pig iron; steel pressure pipes. Direct purchase and agency. The Aijaz Mills (manufacturer), Old Hospital Rd., Gujranwala. WTD 9/26/62.

■ Pig iron, PH. 4 to 7%, Si. 1.75 to 2.25%, Mn. .8 to 1.2%, Su. .04% max., C. 3-4%; m.s. rounds, 32 to 35 tons sq. in., 2½ in., 3¾, 3 in. and 3¼ in.; m.s. plates, black annealed, 8 ft. x 4 ft. x ⅛ in., 10 ft. x 5 ft. x 3/16 in.; m.s. flats, ⅝ in. x 1½ in., ⅝ in. x ¾ in., 1¼ in. x ⅝ in., ½ in. x ⅝ in., ½ in. x 2½ in.; ⅝ in. x ¾ in. Loan 7; U.S. source. S/A No. RM 038923. Credit amount, $21,149. Bid deadline Nov. 12. Jajneswar Engineering Works, P.O. Mohini Mills, Kushtia. Cable: ENGINEER, Kushtia.

■ Hot rolled, mild steel strips, slit edge, suitable for manufacture of conduit pipe, thickness 1.65 mm., 1.56 mm., 1.15 mm., 1.56 mm. and in various widths; hot rolled m.s. black sheets, Thomas commercial quality sizes 1.65 mm., 16 BWG, 3 x 8 ft., 1.24 mm., 18 BWG, 3 x 8 ft.; hot rolled m.s. black sheets, cold rolled close annealed, polished and oiled. Mills certificates on quality and tolerance essential, duly notarized; give thickness tolerance of sheets and thickness and width tolerance on strips; give prices of strips based on sheet tolerance for thickness and strip tolerances; cash discount allowed, if any; quotations based on C&F prices, long ton; give time of delivery. Loan 7; U.S. source. S/A No. RM 035607. Bid deadline Nov. 3. Premier Machinery Works, Ireland Rd., Karachi 1. ★

■ Bright galvanized quality steel wire suitable for manufacture of bicycle spokes in catch-weight coils of about 150-200 lb.; bright steel wire, without coating, suitable for manufacture of bicycle spokes in catch-weight coils of about 150-200 lb. Loan 7; U.S. source. S/A No. RM 035619. Bid deadline Nov. 2. National Cycle Industries, Fakir Mohd. Durra Khan Rd., Usmanabad, Karachi 3. ★

■ Electrolytic tinplate waste waste, temper 6, tin coating 0.25 lb. or heavier, 100-128 lb. base weight, or lighter, assorted and unassorted to size and base weight, 18 x 24 in. or 20 x 30 in. and larger, bright both sides; electrolytic coke or terneplate circles, bright finish, plain, lacquered one or both sides; prime galvanized iron wire, standard soft quality; prime galvanized sheets, plain, bright high carbon spring steel wire. All quotations to be quoted both C&F and FOB basis. Loan 7, U.S. source. S/A No. RM 035582. Bid deadline Oct. 28. Sind Industrial Corp., Lawrence Rd., Karachi. Cable: TINWARE, Karachi. ★

332 Iron, Steel Foundry Products

Pakistan

Cast iron pressure pipes. Direct purchase and agency. The Aljaz Mills (manufacturer), Old Hospital Rd., Gujranwala. WTD 9/26/62.

■ Cast iron pipes for water supply 18 ft. long, spigot and socket end, suitable for flexible joint similar to standard Tyton joints, conforming to Federal specificaations for cast iron pressure pipes, WW-P-421b Type II, Class 250. Loan 7; U.S. source. S/A No. RM 025262. Credit amount, $420,000. Bid deadline Nov. 1. Lt. Col. Mohd. Ameer Khan, Director of Purchases, Capital Development Authority, Rawalpindi. Cable: CAPDAB. Copies of specifications may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C. ★

333 Primary Smelting, Refining of Nonferrous Metals

Pakistan

Tin ingots. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Ceylon

● Supplying, laying and jointing of underground cable for distribution system; reference OM/C&S/T/IIAS/3/62, bid deadline Nov. 27. Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation and Power, Galle Face, Secretariat, Colombo 1. ★ (WOrth 7-2162).

India

Tin tagger sheets of 20 x 28 x 42 in. gauge; value 8,000 rupees. C.i.f. (1 rupee = about $0.21). C. & E. Morton (India), Ltd., Stores Purchase Section (manufacturer), 15 India Exchange Pl., Calcutta 1. WTD on The Cotton Agents (Pvt.), Ltd.

Pakistan

Aluminum ingots, sheets; brass rods, pipes, wires; copper sheets, ingots, rods, bare wire, synthetic enamelled wire, flexible wire. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd. Gujranwala. WTD 9/21/62.

United Arab Republic

● Supply and erection of medium voltage lines for feeding new stations in Lower Egypt; bid deadline Nov. 26. Mechanical and Electrical Department, Ministry of Public Works, Cairo, U.A.R. ★ (WOrth 7-2162).

336 Nonferrous Foundry Products

Belgium

Bronze ingot bars, hollow and plain. Direct purchase and agency. Eloi-Congo SCARL (importer, exporter, retailer), 37 Blvd. Audent, Charleroi, or P.O. Box 8852 Lingabwe, Leopoldville, Congo. WTD 10/2/62.

Germany

Brass dishes. Direct purchase and agency, c.i.f. Bremen, and proposes payment by cash against documents. Schultzen & Hesse G.m.b.H. (importer & wholesaler), 2 Bergstrasse, Verden/Aller. WTD 9/21/62.

342 Cutlery, Hand Tools, General Hardware

Congo, Republic of

● Scissors for office use, 2,250 pairs, length 200 millimeters; scissors for school use, 2,200 pairs, rounded points. Specification 3432/14/62, bid deadline Nov. 17. Monsieur le Chef de la Section Approvisionnements du Gouvernement Central, Magasins Generaux, B.P. 3045, Leopoldville/Kalina. Copy of specification in French available. ★ (WOrth 7-4387).

Germany

Small household and kitchen articles of steel and/or plastic; requests replies from manufacturers only. Direct purchase and agency. Bruno Sinofzik (wholesaler, manufacturer's agent), 19 Joseph-Haydn-Weg, Detmold. WTD 3/28/62.

Hardware and accessories for manufacture of Venetian blinds, window shades, and folding doors. Justin Hueppe (manufacturer, importer, exporter), 200 Cloppenburgerstr., 29 Oldenburg. WTD 9/18/62.

Greece

● Hot line tools, 8,000 pieces, pincers, screwdrivers, and electricians knives, all with insulated handles, estimated value $10,000. Tender DGY-798, bid deadline 2 p. m. Nov. 9. ★ (WOrth 7-5589).

Iraq

● Spanners. Tender 180/62 obtainable from Purchase and Tender Office, Iraqi Ports Administration, Basra, Iraq, for $2.80 mailed free to U.S. Bid deadline Nov. 1.

Pakistan

Small tools such as files, drills, dies, taps, reamers, squares. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

344 Fabricated Structural Metal Products

British Guiana

Used shelters or storage structures, approximately 300 x 150 x 30 ft., for storage of rice. Lancy Rayman, Director, B. G. Rice Development Co., Ltd. (Government corporation), 142 Regent St., or P.O. Box 124, Georgetown.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Pakistan

M.S. screws, nuts and bolts, washers; brass screws, nuts and washers. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Diamond tools such as diamond drill bits and tungsten carbide tipped tools for oil industry; requests replies from manufacturers only. Direct purchase and agency. Dr. Hahn KG (importing distributor, manufacturer's agent), 37 Augustastr., Hagen/Westfalen. WTD 5/22/62.

Greece

● Cranes, 7, 3 tons capacity, fast, self-moving, pneumatic tired, diesel or diesel electric, full circle slewing cranes. Bid deadline Nov. 22. Piraeus Port Authority (OLP), Piraeus. ★ (WOrth 7-5589)

India

● Swing tray chain conveyor system, electric case elevators (6), Gravity spiral chutes (6), to be used at the Tea Warehouse, Libyan Depot, King George's Dock, Calcutta. Bid deadline November 9. Tender documents may be obtained free from, and bids submitted to, Rendel, Palmer & Tritton, 125 Victoria Street, Westminster, London, S.W.1., or The Chief Engineer, The Commissioners for the Port of Calcutta, 15 Strand Road, Calcutta. Drawings can be obtained from Hodges, Bennett & Co., Ltd., 59 Petty France, London, S.W.1 at a fixed rate per sheet, or from the chief engineer. Earnest money deposits on each of the three separate bids are necessary.

● Supply and erection of coke breeze plant at Durgapur, West Bengal. Screening unit of composite vibrating type with throughput capacity 10 tons/hr. double deck screening arrangement, suitable for screen plates of 6 mm. thickness and for screening coke at 20 mm. size and 6 mm. size. Tender documents available from Managing Director, Durgapur Projects, Ltd., New Secretariat, 1 Hastings St., Calcutta. Bid deadline Oct. 31. Specifications for review in the Acme Division, Room 4109, BDSA, U.S. Department of Commerce, Washington 25, D.C. ★

Iraq

● Construction machinery: 10-35/40 HP diesel tractors and 40 trailers of 3 ton capacity. Tender No. 20, bid deadline November 10. Directorate General of Municipalities, Ministry of Municipalities, Baghdad.

New Zealand

● Construction machinery: 3 cranes, mounted on rubber tires, 5 ton capacity at 3 ft. over front of machine, Tender SMQ 8670/PW78/6, bid deadline Oct. 29; 1-100 hp. diesel motor grader 4 x 4 wheel drive, tender SMQ 8681/PW78/11, bid deadline Oct. 30; 2-100 hp. diesel motor graders 6 x 4 tandem rear wheel drive, tender SMQ 8682/PW78/11, bid deadline Oct. 30; 1-100 hp. diesel motor grader 6 x 6 all wheel drive, tender SMQ 8683/PW78/11, bid deadline Oct. 30; 13-120/125 hp. diesel motor graders, 6 x 4 tandem rear wheel drive, tender 8684/PW78/11, bid deadline Oct. 30; 2-170/190 hp. diesel motor graders, 6 x 4 tandem rear wheel drive, tender 8685/PW78/11, bid deadline Oct. 30. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

South Africa

Separator machine, 380/3/50 volts a.c. current, for separating mica from raw kaolin. Area Technical Agencies (engineer, indent and manufacturer's agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

354 Metalworking Machinery, Equipment

Ecuador

One forging press and different dies for manufacturing all kinds of agricultural hand tools, such as picks, shovels, spades, rakes, hand cultivators, wheelbarrows; capable of 130-160 tons pressure and accompanied by transformer, wiring, of at least 60 kw./hr. capacity, 3-phase, to increase current 110 to 220 volts; requests price quotations c.i.f. Guayaquil, insurance coverage to Quito. A. Vasquez (manufacturer), P.O. Box 2884, or Calle Toledo 750, Quito.

India

Machine tools: deep hole drilling machine, jig boring machine, table type horizontal boring machine, copying lathe, turret lathe, turning, boring and cutting off lathe, vertical turret lathe, keyway milling machine, thread milling machine 100 mm. x 2,000 mm., internal grinding machine 300 x 500mm., surface grinder 2,400 x 500 x 1,025mm., circular saw 380 x 250mm., saw diameter 710mm., broaching machine 1,750mm. stroke, 35,000 kg. (400 tons), oil grooving machine, machine for turning and broaching lubrication slots, dial and scale engraving machine, oil or electric fired furnace; specifications. ★ Cooper Engineering, Ltd. (manufacturer), Chinchwad, Poona or H.O. Construction House, Ballard Estate, Bombay 1.

Pakistan

Gauges and measuring instruments such as micrometers. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

Machinery to manufacture cast iron pipes, galvanized and nongalvanized pipes up to 20 in. diameter; steel strainers and pipes. Direct purchase and agency. The Aijaz Mills (manufacturer), Old Hospital Rd., Gujranwala. WTD 9/26/62.

355 Special Industry Machinery

Cambodia

● Sawmill: supply and installation near Sihanoukville of complete sawmill including power generating equipment, the latter possibly consisting in part of steam plant designed to utilize mill waste as fuel. Monthly capacity per 8 hour day 1,000 cubic meters. Bid deadline Dec. 15. Société Khmere Exploitation Forestiere, Boite Postale 434, Phnom Penn. ★ (WOrth 7-5589).

Ceylon

Machinery for manufacture of pharmaceuticals, such as packeting of drugs, tableting, and preparation of ointments; machinery for manufacturing toothpaste; requests replies from manufacturers only. The Pioneer Pharmacy (wholesaler, retailer), 183 Main St., Colombo. WTD 9/20/62.

Ethiopia

■ IMPCO horizontal injection molding machine, equipped with multiple prepacked arrangement, capacity up to 16 oz.; injection machine, capacity up to 66 oz.; blowing machine, capacity up to 10 oz., grinder and auxiliary machine. AID has received information that the buyer, Tegry Plastic Industrial & Development Corp., P.O. Box 3103, Addis Ababa, intends to purchase above equipment for plastics industries, with expectation of sub-loan, in amount of $40,000 under DLF Loan 165, with whom buyers should communicate directly. Worldwide source. No bid deadline given.

India

■ Hydraulic overhang type spring buckless press, complete with pump vertical ram power 30 to 60 tons, 2 in. stroke horizontal ram power, 30 to 60 tons stroke working pressure 1,500 lb. per square inch, oil medium, arranged to give variable powers on both vertical and horizontal rams and for springs up to 73 in. long. Bid deadline Nov. 5. Ref. No. NSIC/HP/2B-2266/61.

■ Drop forging hammers, friction drop hammers gack, belt type, complete with standard and all essential accessories, 2. Delivered at Ludhiana. Bid deadline Nov. 5. NSIC/HP/2D-2289/62.

■ Monotype Thompson type caster, with complete equipment, including motor, molds with blades, founts and matrices. Bid deadline Nov. 5. NSIC/HP/2D-2286/62. ★

■ Rotothrust injection molding machine type 40 MR, complete mold speed control and safety sensing device additional zone temperature control, molded temperature controller. Bid deadline Nov. 8. NSIC/HP/2B-2968/62. Delivered at Indore.

■ Hydraulic press, model SSEO 250; leveling polish machine, model C.M.A. 44/48; stone breaker model V.A.M.; floor polishing machine model M.B. Delivered at Majerhat (E. Rly). NSIC/HP/2C-1066/62. Bid deadline Nov. 12.

■ Oakes continuous automatic mixer, model 10M 1½; Oakes blender model 5MI, complete with spare parts. To be delivered at Madras. Bid deadline Nov. 18.

■ Cylinder boring machine with accessories equivalent to Berco model AC-400; cylinder honing machine with accessories equivalent to Berco model D-31. NSIC/HP/2M-3189/62. Bid deadline Nov. 20.

■ Single spindle automatic lathe with standard equipment and attachements equivalent to Traub model A-25, 2; ⅝ in. first operation machine with attachment equivalent to Brown & Ward model; ⅝ in. second operation machine with attachment equivalent to Brown & Ward model. NSIC/HP/2M-3215/62. Bid deadline Nov. 20.

■ Log band mill model Etlog in standard execution, supplement for 4 independent headstocks, i.o. standard headstocks; automatic band saw sharpener model "Ausha," complete. Delivered at Olakkot (S. India). NSIC/HP/2M-3439/62. Bid deadline Nov. 25.

All above equipment for Loan 144; worldwide. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Toffee boiling pan, candy roll wrapping machine; specifications. ★ Parry & Co., Ltd., Managing Agents. Parry's Confectionery, Ltd., (manufacturer), "Dare House", Parry's Corner, Madras 1, Madras State. WTD 1/16/62.

Israel

■ Mack, or equal, air operated grapple, model AT-88 air operated rack; "In-line" oil fog lubricator; hand control valve; quick exhaust valve; rud-o-matic combination hose reel and tagline; 50-foot lengths ¾ in. homo-flex hose, 2; sets Ingersoll-Rand, or equal, hose fittings for above hose, 2. AID Loan 28; U.S. source. Sub-Authorization IL2750668. Bid deadline Nov. 5. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention N. Nisen. Tenders should refer to S/A No. and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by January 1963. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

Libya

Complete plant equipment for pasteurization, processing and container packaging of 5 metric tons of milk daily; wax paper cartons preferred; requests technical engineering services, information on short term credit financing. Heliopolis Farms & Industries Co. (dairy farm, milk distributor, fruit grower), P.O. Box 632 or Kilometer 5 Suani Rd., Tripoli. WTD 7/18/62.

Norway

Machinery for plastics industry, such as extruders, injection machines, molding presses, and mixers. Direct purchase and agency. Christian Berner A/S (manufacturer), 2 Kongensgate, Oslo. WTD 8/31/62.

South Africa

Fish canners' machinery and equipment for canning, packaging and wrapping; citrus packhouse machinery and equipment for grading, sizing, marking and packing; food machinery and equipment for preparing, grading, cooking, canning, etc. deciduous fruit; requests price quotations c.i.f. Cape Town in South African rands (1 rand=approximately $1.41). Direct purchase and agency. Sibbald P. Ball & Co. (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 28, Paarden Eiland, Cape Town. WTD 9/18/62.

Spain

Modern machinery and equipment for construction of fishing craft and cargo vessels up to 5,000 tons. Enrique Lorenzo y Cia., S.A. Factorias Vulcano (ship builder), Aptdo. 1507, Vigo. WTD 7/16/59.

Sudan

● Wood turning lathe, one, between centers 7'6", height 10¼", electric motor. Tender No. 2693, bid deadline Nov. 22. Two percent deposit required. Send tenders and deposits to office of Controller of Stores, Atbara, Sudan, or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James' London, S.W.1, England. ★ (WOrth 7-5589)

356 General Industrial Machinery, Equipment

Germany

Ball and roller bearings of all kinds. P. W. Weidling & Sohn KG (importing distributor), Postfach 1614, 44 Muenster/Westfalen. WTD 9/21/62.

Greece

● Pumping units, 5, electric, deep well, submersible type suitable for use in 10 inch diameter boreholes, water supply 80 cubic meters per hour for a total head of 40 meters. Bid deadline November 15. Water Supply Organization of Thessaloniki, 72 Megalou Alexandrou Street, Thessaloniki. ★ (WOrth 7-5589)

Pakistan

Bronze bearings; ball bearings. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

Sudan

● Air compressor, 1, portable, rotary or reciprocating diesel engine drum, capacity 160-200 C.F.M. at 100 lbs. P.S.I. Tender No. 2692, bid deadline Nov. 21. Two percent deposit required. Send tenders and deposits to office of Controller of Stores, Atbarn, Sudan, or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James' London, S.W.1., England. ★ (WOrth 7-5589)

358 Service Industry Machines

France

Lubricating and petroleum distributing equipment, dispensing pumps, grease guns; requests replies in French. Direct purchase and agency. SICAR—Société d'Importation de Carburants & Derives (importer, wholesaler, retailer), 5 route du Bassin No. 6, Genevilliers (Seine).

Lubricating equipment, dispensing pumps, grease guns; requests replies in French. Société Francaise des Huiles STARCO (importer, producer, wholesaler), 3 avenue de la Republique, Beauvais (Oise).

Lubricating equipment, dispensing pumps, grease guns; requests replies in French. S.A. Suroil (producer, wholesaler), 39 route du Bassin No. 6, Gennevilliers (Seine).

Lubricating equipment, dispensing pumps, grease guns; requests replies in French. Société Sarcga—Raffinerie Aigion (producer), 60 avenue de la Republique, Aubervilliers (Seine).

Lubricating pumps; grease pumps; nipples and grease guns; mobile lubricating equipment, capacity from 1 to 40 lb.; related garage and lubricating equipment, dispensers and distributors of special products for automotive industry. Huilerie Automobile Franco-Americaine (HAFA), (importer, wholesaler, retailer, distributor), 158 avenue St.-Vincent-de-Paul, Dax, Landes.

Germany

Mobile industrial vacuum cleaners. Rheinstahl Eisenwerke Gelsenkirkchen A.G., Attn.: Direktor Dipl. Ing. Guenter Novy (manufacturer), 2-4 Hohenzollernstr., Gelsenkirchen. WTD 12/20/61.

Mozambique

Varied kitchen equipment for educational establishment serving 600 people daily; list. ★ Mocambique & America Commercial, Lda. (importer, exporter, wholesaler, distributor), P.O. Box 702, Lourenco Marques. WTD 11/17/59.

Norway

Components for commercial refrigerators; 220 v., 50 cycle. Direct purchase and agency. A/S Modern Kjoling (wholesaler), 42 Wm. Thranesgate, Oslo. WTD 8/31/62.

360 Electrical Machinery, Equipment, Supplies

Germany

Semi-manufactured articles for electrical industry, such as laminations, transformer sheets, component parts for transformers, bi-metals, soft magnetic material, transistors and components for radio and television industries; requests replies from manufacturers only. Direct purchase and agency. Deutsche Techna GmbH (importing distributor, manufacturer's agent), 37 Augustastr., Hagen, Westfalen. WTD 11/8/61.

361 Electric Transmission, Distribution Equipment

Australia

● Supply and delivery of 11,000 volt duplicate bus bar totally enclosed switchgear. Tender No. 48E 62, bid deadline noon, November 7. The Chairman, Electric Supply Committee, Town Hall, Melbourne. ★ (WOrth 7-4242)

Greece

● Supply of cubicles, switchgear, relays, potheads, metering instruments and fittings, 600-v. cable and miscellaneous accessory equipment. Estimated value of contract $19,500. Tender DMPM-146. Bid deadline 2 p.m., Nov. 30. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens. If contract awarded U.S. firm, procurement will be charged against AID Procurement Authorization. ★ (WOrth 7-4242).

India

● Supply of high voltage 11 kv. switchgear for substation. Tender D/ENQ/563. Bid deadline 2:30 p.m., Nov. 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Iraq

● Supply of accessories for 100 kv.-a. transformer, tender 88. Bid deadline Nov. 10. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad. Single copy of specifications available for review only in Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2175).

New Zealand

● Supply and delivery of one 30 mv.-a. transformer. Tender 409. Bid deadline 4 p.m. Dec. 4. Secretary, Tenders Committee, New Zealand Electricity Department, Wellington. ★ (WOrth 7-4242).

Nigeria

● Supply of 36 panels of high voltage switchgear. Bid deadline 12 noon Nov. 23. Specifications available from Secretary, Electricity Corp. of Nigeria, Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, for $84, not refundable.

Pakistan

Transformer: copper conductors, bushings, porcelain, boards. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

362 Electrical Industrial Apparatus

Belgium

Welding electrodes. Direct purchase and agency. Eloi-Congo SCAREL (importer, exporter, retailer), 37 Blvd. Audent, Charleroi, or P.O. Box 8852, Lingabwe, Leopoldville, Congo. WTD 10/2/62.

Pakistan

Condensers. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

363 Household Appliances

Germany

Small household and kitchen appliances of steel and/or plastic; requests replies from manufacturers only. Direct purchase and agency. Bruno Sinofzik (wholesaler, manufacturer's agent), 19 Joseph-Haydn-Weg, Detmold. WTD 3/28/62.

Venezuela

Electric appliances, kitchen ranges, washing machines; requests replies in Spanish. Direct purchase and agency. Muebleria Levy (importing distributor, manufacturer's agent), Local 1, Centro Comercial Maracay. Avenida Miranda, Maracay, Estado Aragua. WTD 8/16/62.

364 Electric Lighting, Wiring Equipment

Sudan

● Supply of 20 motor generator sets and fluorescent lighting fittings and accessories. Tender 2637. Bid deadline 12 noon Nov. 20. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London S.W.1., accompanied by 2% deposit. One copy of specification available in Room 4217, BDSA, U.S. Department of Commerce, Washington 25, D.C., for review only (WOrth 7-4242).

365 Radio, Television Sets

England

U.S. tape recorders, 20, portable, transistorized, battery powered with 3 in. reel and 6 spare tapes; requests price quotations c.i.f. Lagos. C. Ramsey (W1/Various 3529D), Crown Agents, 4 Millbank, London, SW1.

Venezuela

Radios, record players, television sets; requests replies in Spanish. Direct purchase and agency. Muebleria Levy (importing distributor, manufacturer's agent), Local 1, Centro Comercial Maracay, Avenida Miranda, Maracay, Estado Aragua. WTD 8/16/62.

367 Electronic Components, Accessories

Germany

Transistors for UHF tuners; requests replies in German. R. & E. Hopt KG (manufacturer), 721 Rottweil a. Neckar, Koenigsbergerstr. 12. WTD 7/17/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Venezuela

Auto spare parts, automatic transmissions, power steering equipment; requests replies in Spanish. Direct purchase and agency. Diancar S.A. (importing distributor), Avenida Principal 1, Puente Hierro, Local 1, Caracas. WTD 9/4/62.

Gasoline engine parts, such as pistons, valves, gaskets. El Motor Americano, C.A. (importing distributor), Angelitos a Quebrado 5, Caracas. WTD 9/5/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Pakistan

Radial dial thermometer as used by electric fan manufacturers. The Climax Engineering Co., Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD 9/21/62.

386 Photographic Equipment

Greece

● Projectors, 200 together with multiple transformers and selenium rectifying elements. Tender B-615-62, Ministry of National Education. Bid deadline Nov. 15, at 1 p.m. State Purchases Directorate B, 50 Socratous St., Athens, Greece.★ (WOrth 7-2778).

Iraq

● X-ray film for Ministry of Health. Bid deadline 12 noon Nov. 4. Tender and specifications can be obtained from Secretary of Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $5.60 (2 dinars) plus $0.70 for airmailing.★ Copy of specifications available for review only, Room 4313, BDSA, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2778).

● Complete film processing and printing, 220 volts, 50 cycles. Tender MISC/35/961, bid deadline Nov. 5. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (WOrth 7-2778).

391 Jewelry, Silverware, Plated Ware

Germany

Silverplated dishes. Direct purchase and agency, c.i.f. Bremen, and proposes payment by cash against documents. Schultzen & Hesse G.m.b.H. (importer & wholesaler), 2 Bergstrasse, Verden/Aller. WTD 9/21/62.

395 Pens, Pencils, Other Office, Artists' Materials

Congo, Republic of

● Black lead pencils (graphite): 220 No. 00; 40,200 No. 2; 22,500 No. 3. Hexagonal bi-color, 11 millimeter pencils 10,700. Regular fine point writing pens, 500. Ballpoint pens: 100, 5/4 millimeter; 800, 2 millimeter. Ball point fountain pens with blue ink cartridges, 25,000. Specification 3432/12/62, bid deadline Oct. 31. Also school supplies, including 10,600 writing slates, large quantities of writing ink, powdered ink, erasers, and glue. Specification 3432/13/62, bid deadline Nov. 11. Monsieur le Chef de la Section Approvisionnements du Gouvernement Central, Magasins Generaux, B.P. 3045, Leopoldville/Kalina. Copy of specification in French available.★ (WOrth 7-4387).

399 Miscellaneous Manufacturing Industry Products

France

Gift articles of all kinds; requests replies in French. Direct purchase and agency. Cristalux (dealer), 13 rue de Paradis, Paris 10e.

Germany

Handicraft articles in houseware line. Direct purchase and agency, c.i.f. Bremen, and proposes payment by cash against documents. Schultzen & Hesse GmbH (importer, wholesaler), 2 Bergstrasse, Verden/Aller. WTD 9/21/62.

Iraq

● Three hundred 25 lb. dry chemical and CO_2 hand fire extinguishers, eighty-five 150 lb. and thirty 500 lb. 2-wheel dry chemical extinguishers, three 3,000 lb. fire tenders plus hoses and mechanical foam making equipment. Bid deadline Nov. 12. Administration of Distribution of Oil Products, Ministry of Oil, P.O. Box 302, Baghdad.★ (WOrth 7-2934).

781 Motion Picture Production, Distribution

Saudi Arabia

Educational motion pictures and world travel slides. International Publications Agencies (importer, retailer, exporter, manufacturer, wholesaler), P.O. Box 307, Alkhobar. WTD 8/14/62.

891 Engineering, Architectural Services

Saudi Arabia

Recruitment of skilled construction engineers and workers, construction technicians, foremen, skilled craftsmen, electricians, oil instrument men, surveyors, welders, carpenters. Technical Construction Co. (importer, wholesaler, manufacturer, commission agent), P.O. Box 227, Dammam. WTD 8/19/62.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farm Products

Hong Kong

Fresh fruits such as citrus fruits, apples, plums, grapes, and others. Sales agency. Wellwin Trading Co. (importer, exporter, manufacturer's representative), G.P.O. Box 14186, 203 Wing Lok St., Hong Kong. WTD 10/13/61.

200 Food

Sweden

Canned and dried fruits, almonds, nuts, spices. Jonsson & Grafford AB (manufacturer's agent), Kornhamnstorg 53, Stockholm C.

201 Meat Products

Germany

Canned meat: beef and game; requests replies in German, and from manufacturers only. Alfred Stegemann (manufacturer's agent), 82 Koloniestr., Duisburg. WTD 10/12/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruits, vegetables, and delicatessen foods; requests replies in German from manufacturers only. Alfred Stegemann (manufacturer's agent), 82 Koloniestr., Duisburg. WTD 10/12/61.

207 Confectionery

Netherlands Antilles

Confectionery. West Indian Enterprises (importer, wholesaler, agent), 48 W. G. St. Joris, Curacao. WTD 9/24/62.

220 Textile Mill Products

Germany

Home textile fabrics such as synthetic upholstery fabrics and synthetic floor coverings; requests replies from manufacturers only. Dr. Alois Duennwald Handelsvertretungen (manufacturer's agent), Postfach 2170, 56 Wuppertal-Barmen. WTD 9/20/62.

Iraq

All kinds of textiles, including woolen, cotton, synthetics. Gilbert Serkis & Co., W.L.L. (importer, wholesaler, sales agent), P.O. Box 243, Bank St., Baghdad. WTD 9/5/62.

Kenya

Wash and wear suitings of 100% synthetics, synthetics/wool, synthetics/cotton, superfine gabardine, tropical and pick and pick wool suitings, check and striped wool suitings; light and heavy qualities. Exclusive agency. Ramesh C. Batavia (commission agent), P.O. Box 7364, Nairobi. WTD 8/13/62.

New Zealand

Exclusive New Zealand agency for tickings, such as cotton, rayon and rayon mixtures; plain, printed, and novelty weaves; sheetings, towels, all types; ducks, canvasses; trouserings, cotton—denim, drills; dress fabrics such as cotton, rayon, synthetics; plain, printed and novelty designs. Johnson & Archer, Ltd. (manufacturer's representative), Forrester's Bldg., 139 Albert St., Auckland, P.O. Box 5024, Auckland. WTD 10/3/62.

Venezuela

Textiles. George Pionkowski (manufacturer's agent), Dr. Paul a Salvador de León 55, Caracas. WTD 8/15/62.

225 Knitwear

Italy

Bathing suits, summer garments. Urbam—Confezioni (manufacturer, wholesaler, retailer), Via Banderali 13 r/B, Genoa 111.

230 Apparel

Italy

Bathing suits and summer garments. Urbam—C o n f e z i o n i (manufacturer, wholesaler, retailer), Via Banderali 13 r/B, Genoa 111.

239 Miscellaneous Fabricated Textile Products

Germany

Curtains of synthetic fibers; requests

replies from manufacturers only. Dr. Alois Duennwald Handelsvertretungen (manufacturer's agent), Postfach 2170, 56 Wuppertal-Barmen. WTD 9/20/62.

New Zealand

Exclusive New Zealand agency for textile furnishings, hangings, coverings. Johnson & Archer, Ltd. (manufacturer's representative), Forrester's Bldg., 139 Albert St., Auckland, or P.O. Box 5024, Auckland. WTD 10/3/62.

264 Converted Paper, Paperboard Products

Netherlands Antilles

Toilet tissue. Julius L. Penha & Sons, Inc. (importer, retailer, wholesaler, agent), P.O. Box 149, Willemstad, Curacao. WTD 7/24/62.

265 Paperboard Containers, Boxes

Norway

Cartons suitable for packaging of frozen foods. Flood & Wiborg (agents), 3 Skippergaten, Oslo. WTD 9/26/62.

273 Books

New Zealand

General, educational, and children's books. Oswald-Sealy (N.Z.), Ltd. (publishers' representative, indent agent), Jamieson's Bldg., 89 Customs St. East, or P.O. Box 1289, Auckland. WTD 10/1/62.

281 Industrial Chemicals

Germany

Chemicals for plastics production such as colorants, fillers, plasticizers. Zander & Uckert oHG (sales agent), 32 Adlerstr., Duesseldorf. WTD 9/16/62.

Iraq

Chemicals used in oil industry. S. Kaloustian, (importer, wholesaler, sales agent), Munir Abbas Bldg., South Gate, Baghdad. WTD 9/13/62.

Norway

Petrochemicals, especially glycol. Erling & Morten Lind Jr. (sales agent), 18 Skippergaten, Oslo. WTD 9/20/62.

Turkey

Industrial chemicals; requests replies in French. M. E. Petrini & Co. (commission merchant, importing distributor), Alyanak Han 3, Asirefendi Caddesi, Istanbul. WTD 8/27/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade fibers

Germany

Sizing agents for thermo- and thermosetting plastics, resins, molding materials for plastics production. Zander & Uckert oHG (sales agent), 32 Adlerst., Duesseldorf. WTD 9/18/62.

Norway

Petrochemicals, especially resins. Erling & Morten Lind Jr., (sales agent), 18 Skippergaten, Oslo. WTD 9/20/62.

Spain

Polyethylene. REPRIMA (Representaciones de Primeras Materias), (sales agent), Avda. Jose Antonio 55, Madrid. WTD 9/25/62.

Turkey

Raw materials for plastic industry; requests replies in French. M. E. Petrini & Co. (commission merchant, importing distributor), Alyanak Han 3, Asirefendi Caddesi, Istanbul. WTD 8/27/62.

283 Drugs

Iraq

Drugs and pharmaceuticals. Fawzi Drug Stores (importer, wholesaler, sales agent), Ras al Qarya, Rashid St., Baghdad. WTD 8/29/62.

South Africa

Bulk pharmaceutical chemicals such as acetylsalicylic acid, amphetamines, barbiturates, bismuth salts, bromides, caffein and preparations, chloroform, citrates, cocaine and salts, flavines, glycerophosphates, hypophosphites, iodine and preparations, mercurials, opiates, phenacetin, potassium calcium and sodium slats, sulphonamides, theobromine preparations. Laboratory & Scientific Equipment Co. (Pty.), Ltd. (importer, manufacturer), 96 Longmarket St., Cape Town. WTD 4/-27/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands Antilles

Detergents, soap products, aerosol dispensed insecticides. West Indian Enterprises (importer, wholesaler, agent), 48 W. G. St. Joris, Curacao. WTD 9/24/62.

Norway

Toilet preparations such as hand lotions, toothpaste, toilet soap, deodorants. Marina Tekn. Kjem Fabrikk A/S (importer, wholesaler, manufacturer), 6 Ovre Voligate, Oslo. WTD 8/27/62.

289 Miscellaneous Chemical Products

Germany

Carbon black. Zander & Uckert oHG (sales agent), 32 Adlerstr., Duesseldorf. WTD 9/18/62.

291 Petroleum Refining

France

Petroleum products such as gasoline, kerosene, gas oil, fuel oils; requests replies in French. Société Nantaise des Lubrifiants (wholesaler), 54 rue Francois Bruneau, Nantes (Loire Atlantique).

Special industrial oils, cuts, high pressure, additives; requests replies in French. Iris, S.A. (refiner), 78 rue de Verlinghem, Quesnoy-sur-Deule (Nord).

Finished petroleum products, particularly gasoline, kerosene, gas oil, fuel oils, lubricants and greases; requests replies in French. Essences & Carburants de France (importer, distributor), 25 rue d'Astorg, Paris 8e.

Norway

Paraffin wax. Erling & Morten Lind Jr. (sales agent), 18 Skippergaten, Oslo. WTD 9/20/62.

299 Miscellaneous Petroleum, Coal Products

France

High quality industrial lubricants; requests replies in French. Les Emulgateurs Industriels—Huiles Coupex (importer, exporter, wholesaler, retailer) 7 rue Jean Jaures, Puteaux (Seine).

322 Glass, Glassware

New Zealand

Exclusive New Zealand agency for American-made heat resistant oven glassware. Amalgamated Dairies, Ltd. (importers), Tasman Bldg., Anzac Ave., Auckland, or P.O. Box 865, Auckland. WTD 6/20/62.

331 Steel Mill Products

Turkey

Reinforcing iron bars; requests replies in French. M. E. Petrini & Co. (commission merchant, importing distributors), Alyanak Han 3, Asirefendi Caddesi, Istanbul. WTD 8/27/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Spain

Nickel anodes and nickel in balls. REPRIMA (Representaciones de Primeras Materias), (sales agent), Avda. Jose Antonio 55, Madrid. WTD 9/25/62.

Turkey

Tin sheets; requests replies in French. M. E. Petrini & Co. (commission merchant, importing distributor), Alyanak Han 3, Asirefendi Caddesi, Istanbul. WTD 8/27/62.

342 Cutlery, Hand Tools, General Hardware

Netherlands

Builders' door, window hardware. Agentuur-en Commissiehandel H. Visser (manufacturer's agent), 24 Sparenlaan, Driebergen.

343 Heating Apparatus, Plumbing Fixtures

Venezuela

Kerosene heaters. Georges Roche, S.A. (importing distributor, manufacturer's agent), Santa Teresa a Cipreses 69, Caracas. WTD 8/15/62.

352 Farm Machinery, Equipment

Venezuela

Garden and fumigation equipment; requests replies in Spanish. Supermercado, Agrario, C.A. (importing distributor, manufacturer's agent), Edificio Dora, Avenida Bolivar 37 Oeste, Maracay, Estado Aragua. WTD 8/13/62.

355 Special Industry Machinery

Germany

Machinery and equipment for use in chemical, plastic, concentrated feed, mill and food industries: industrial scales of all types; conveying equipment; silos of all types; dressing, crushing, screening and mixing machines, drying machines of all types; packaging machines; machinery and apparatus for cooling, crystallizing, evaporating, drying, distilling, mixing, washing; dust collecting machinery and equipment; requests replies from manufacturers only. Industrie-Technik Erich A. Hindermann (manufacturer's agent), 6 Hoelderlinstr., 4 Duesseldorf-Stockum. WTD 9/26/62.

Special machinery for food industry, especially for canning and coffee roasting plants. Helmut Rocholl (manufacturer's agent), Kaiser-Wilhelm-Str. 85, Hamburg 36.

Norway

Packaging and wrapping machines for butter and cheese. A. Tonder-Haugland (agent), 19 Skippergaten, Oslo. WTD 9/27/62.

358 Service Industry Machines

France

Lubricating and petroleum distributing equipment, dispensing pumps, grease guns; requests replies in French. Société Nantaise des Lubrifiants (wholesaler), 54 rue Francois Bruneau, Nantes (Loire Atlantique).

Venezuela

Bar and kitchen catering equipment. Georges Roche, S.A. (importing distributor, manufacturer's agent), Santa Teresa a Cipreses 69, Caracas. WTD 8/15/62.

363 Household Appliances

Bermuda

Refrigerators. Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

364 Electric Lighting, Wiring Equipment

Germany

Electric bulb simulating sunlight in which current causes layer of silver on surface of bulb to emit rays; requests replies in German. W. Meier & Co. (wholesaler), 8 Moltkestr., Koeln. WTD 1/6/61.

365 Radio, Television Sets

Bermuda

Television sets, radios. Ll. Newton Butterfield Construction Co. (importing distributor, manufacturer, commission merchant), Hamilton. WTD 1/23/62.

Netherlands Antilles

Home electronic entertainment equipment. West Indian Enterprises (importer, wholesaler, agent), 48 W. G. St. Joris, Curacao. WTD 9/24/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Netherlands Antilles

Automotive parts and accessories. West Indian Enterprises (importer, wholesaler, agent), 48 W. G. St. Joris, Curacao. WTD 9/24/62.

Venezuela

Auto and truck spare parts, accessories and novelties; requests replies in Spanish or German. Jaffe & Cia., C.A. (importing distributor, manufacturer's agent), Edificio San Elias, Avenida Roosevelt, Los Rosales, Caracas. WTD 8/15/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Australia

Sophisticated electronic instruments used in connection with scientific research, such as digital voltmeters, pulse generators. Ronald J. T. Payne Pty., Ltd. (importer, distributor), 385-389 Bridge Rd., Richmond, E.1, Victoria. WTD 11/3/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Overflow protection devices for tanks and other special armature controls for fuel oil industry. Helmut Rocholl (manufacturer's agent), Kaiser-Wilhelm-Str. 85, Hamburg 36.

384 Surgical, Medical, Dental Supplies

Australia

Apparatus suitable for pathological laboratories; diagnostic reagents and diagnostic kits for medical purposes, instruments for pulmonary physiology. Exclusive agency for Australia. Medos Equipment Pty., Ltd. (importing distributor), P.O. Box 142, or 98 Bank St., South Melbourne, S.C.5, Victoria.

Sweden

Surgical instruments, equipment and supplies. Cameco (manufacturer's agent), Tors Vag 9, Danderyd.

399 Miscellaneous Manufacturing Industry Products

Venezuela

Articles for household pets; requests replies in Spanish. Supermercado Agrario, C.A. (importing distributor, manufacturer's agent), Edificio Dora, Avenida Bolivar 37 Oeste, Maracay, Estado Aragua. WTD 8/13/62.

472 Transportation Arrangement

England

Wishes to act as Liverpool agents for owners of tramp ships and oil tankers. Monroe Bros., Ltd. (ship owner), 11 Old Hall St., Liverpool 3. WTD 9/18/62.

Pakistan

Wishes to be appointed as steamship agent and freight broker for U.S. shipping company. Ashruff & Sons (shipping agent, freight broker, commission merchant), 13 Chartered Bank Chambers, Wood St., Karachi. WTD 8/15/62.

Trucial States

Wishes to act as agent for U.S. shipping line, particularly for U.S. lines operating between U.S. ports and Arabian (Persian) Gulf ports. Ahmed Bin Ali Alowais (importer, retailer, exporter, wholesaler), P.O. Box 146, Dubai. WTD 5/20/62.

509 Miscellaneous Wholesaler Products

Kenya

Second hand clothing. Exclusive agency. Ramesh C. Batavia (commission agent), P.O. Box 7364, Nairobi. WTD 8/13/62.

Nigeria

Second hand clothing. H. I. Ogele & Bros. (manufacturer's agent, commission agent), 31 Asa Rd. Aba, Eastern Nigeria. WTD 6/27/62.

Used clothing. Messrs. U. O. Ukiwe Bros. Trading Stores (importer, exporter, commission agent), P.O. Box 228, Port Harcourt. WTD 9/31/62.

Army surplus clothing and rags. K. Ogbah & Bros., P.O. Box 514, Port Harcourt. WTD 7/25/60.

Turkey

Raw rubber; requests replies in French. M. E. Petrini & Co. (commission merchant), importing distributor), Alyanak Han 3, Asirefendi Caddesi, Istanbul. WTD 8/27/62.

Leads for Importers

Commodities are offered direct unless specified.

101 Iron Ores

Tunisia

Djerissa iron ore, 150,000 tons. Office National des Mines (Governmental agency), Economic Section Embassy of Tunisia, 2408 Massachusetts Ave., Washington, D.C.

238 Miscellaneous Apparel, Accessories

Republic of South Africa

Plastic babies' wear, plastic raincoats and men's and children's nylon stretch hosiery, Imex Agencies, P.O. Box 3201, Capetown. WTD 8/24/62. ★

251 Household Furniture

France

Prefabricated wood furniture units, adjustable components, parts, and frames, and panels and partitions. Patented articles, easy to assemble, meeting all requirements for prompt and complete installation of up-to-date furniture, by elements, in living rooms, cozy corners, dining rooms and dinette suites, bed rooms, offices, kitchens, including modern single and twin beds, sofas, armchairs, bookcases; wardrobes and linen closets; wall cabinets. Minvielle et Cabanne (Etablissements), Coarraze, Basses Pyrenees. WTD 10/2/62. ★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Canada

Beauty products, toilet articles—pharmaceutical products to be sold over counter. Les Pharmacies Universelles Lte., 5870 Metropolitan Blvd. East, Montreal 11, Quebec. WTD 10/3/62.

306 Fabricated Rubber Products Not Elsewhere Classified

Germany

Electric erasers for typewriters. R. & E. Hopt Kg., 721 Rottweil a. Neckar, Koenigsbergerstrasse 12. WTD 7/17/62. ★

317 Handbags

Canada

Ladies' bags. Ernest Schor Co., Suite 107, 5950 Cote des Neiges, Montreal, Quebec. WTD 10/3/62.

326 Pottery, Related Products

Morocco

Handmade models of water-bearers and dancers dressed traditional costumes. E.D.A.C., 69 rue Abdellah Almediouni, Casablanca. WTD 9/26/62.

327 Concrete, Gypsum, Plaster Products

Venezuela

Terrazzo products. Productos Industrial Maracay, C.A., Avilanes a Rio 124-4, Caracas. WTD 8/13/62.

328 Cut Stone, Stone Products

Venezuela

Granite products. Productos Industrial Maracay, C.A., Avilanes a Rio 124-4, Caracas. WTD 8/13/62.

355 Special Industry Machinery

Germany

Currency counting, sorting and packaging machines for domestic and all kinds of foreign currency. Standardwerk Eugen Reis GmbH, 19 Buechenauer Strasse, Bruchsal/Baden. WTD 8/10/62. ★

Ivory Coast

Scales for weighing gold. Sociaci-Société Commerciale et Industrielle Africaine de la Cote d'Ivoire, B.P. 688, Abidjan. WTD 4/6/62.

365 Radio, Television Sets

Germany

FM, VHF & UHF tuners, ceramic tubular trimmers, transistor sockets. R. & E. Hopt KG., 721 Rottweil a. Neckar, Koenigsbergerstrasse 12. WTD 7/17/62. ★

394 Sporting Goods

Canada

Traveling and sports goods. Ernest Schor Co., Suite 107, 5950 Cote des Neiges, Montreal, Quebec. WTD 10/3/62.

399 Miscellaneous Manufacturing Industry Products

Ivory Coast

African objets d'art, such as masks and figurines. Sociaci B. P. 688, Abidjan, Ivory Coast, Attn. Tiebate Tiemoto. WTD 4/6/62.

594 Book, Stationery Store Products

Germany

Books and publications in fields of medicine and natural sciences, including publications of Freiburg University. Hans Ferdinand Schulz, Fachbuchhandlung, 78 Freiburg/Breisgau, Friedrichstrasse 13 or Postfact 1463. WTD 8/24/62. ★

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Belgium

Raymond De Kersmaeker, representing Froid Industriel, S.A., Henri Baelskaai 13, Oostende, interested in buying **machinery for quick freezing** and requesting technical information on quick freezing techniques in U.S. Oct. 18 via New York for 3 weeks; c/o all Sheraton Hotels in cities on itinerary: New York, Philadelphia, Bridgeton, Washington, Chicago, Detroit, Buffalo, Boston.

Pierre Van Coppenolle, Director of the Belgian Industrial Information Service in New York, and Vincent M. Coune, Special Representative of the Belgian Ministry of Economic Affairs, will visit 7 U.S. industrial cities during October and November to provide U.S. companies with direct information about Belgium as a manufacturing location in Europe. Appointments with them may be made through the following Belgian Consular offices:

Oct. 19-24—Consulate General of Belgium, 3850 Wilshire Blvd., Los Angeles 5, Cal. Oct. 30-31—Consulate General of Belgium, 333 North Michigan Ave., Room 1305, Chicago, Ill. Nov. 1-2—Belgian Commercial Office, Room 2107, National Bank Bldg., Detroit, Mich. Nov. 5—Consulate General of Belgium, 333 North Michigan Ave., Room 1305, Chicago, Ill. Nov. 7-14—Sheraton Plaza Hotel, Boston, Mass.

Brazil

Aminadav Palatnik, representing Arte-Viva, Ltda., Rua Regeneracao 605, Bonsucesso, Rio de Janeiro, Estado da Guanabara, interested in exporting to U.S. novel and original "AV" **artistic glass** for furniture and interior decoration. Oct. 10 via New York for 1 month; c/o Arte Viva, c/o S. Baruch, 647 Park Lane, Cedarhurst L.I., New York. Itinerary: New York, Chicago, Washington.

Burma

Tan Choo Keng, representing Sum Hin Co. and Burmese International Tours & Agencies, 695/697 Maha Bandoola St., Rangoon, interested in meeting U.S. **teak importers** and other businessmen. Interested in meeting officials of **travel agencies** in U.S. Oct. 27 via New York for 1 month; c/o Airnado, Inc., 37 Broadway, New York 6, N.Y. Itinerary: New York, Washington, Cleveland, San Francisco, Los Angeles, Honolulu.

Ceylon

Ruwanpura Sherman De Silva, representing Sherman De Silva & Co., Ltd., 23 Sri Sangharaja Mawatta, Colombo, interested in purchasing **textile machinery**; also desires to find new markets for Ceylon produce and requesting technical information on textile machinery. Oct. 15 via New York for 6 weeks; c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, San Francisco.

P. A. Wilfred Perrera, representing Wilfred & Co., Ltd., 198 St. Joseph's St., Grandpass, Colombo, interested in exporting all grades of Ceylon **coir fiber** to U.S. Last week of October via New York for 1 week; c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York.

England

E. Weighman, representing Travona, Ltd., 320 Regent St., London, W. 1., interested in purchasing **men's casual wear and ladies' beachwear.** Oct. 27 via New York for 17 days; c/o St. Moritz Hotel, New York, N.Y. Itinerary: New York, San Francisco, Los Angeles, Philadelphia.

Israel

Jacob Aronson, representing Aronson Woollen Co., Ltd., 39 Nachlat Benyamin St., Tel Aviv, interested in joint venture for establishing major department store in Tel Aviv. End of October via New York for 2 months; c/o Bank Leumi Le Israel, Ltd., 60 Wall St., New York 5, N.Y. Itinerary: New York, Los Angeles, Chicago, Washington.

Italy

Antonio Franceschi, representing Skanditalia, 23 Piazza Indipendenza, Florence, interested in purchasing **machinery** for manufacture of **plastic straps** which support slats in venetian blinds, and in obtaining representative agencies for Italy from U.S. manufacturers of electric household appliances, of radio and TV sets, and of air conditioning units for automotive vehicles. Oct. 30 via San Francisco for 4 weeks; c/o U.S. Department of Commerce Field Office, 226 West Jackson Blvd., Chicago, Ill. Itinerary: San Francisco, Los Angeles, Chicago, New York.

Morocco

Mohamed Benamour, representing Tissage Benamour, 14 Chemin des Glaieuls, Ain Sebaa, Casablanca, interested in contacting manufacturers of **basic materials** used in **textile manufacture** and seeking association of supply of **capital equipment investment.** End of October via San Francisco for 3 weeks; c/o U.S. Department of Commerce Field Office, Room 419, Customhouse, 555 Battery St., San Francisco 11, Calif. Itinerary: San Francisco, Los Angeles, Denver, Chicago, New York, Washington.

Netherlands

W. H. Ebeling, representing W. Biesterfeld & Co. (Nederland), N. V., 20 Eikenlaan, Alphen aan den Rijn, interested in U.S. firms manufacturing **solvents** (butylacetate, ethylacetate, toluene, xylene). Wants to import these goods from U.S. in bulk on commission basis or as distributor for own account and requesting technical information on processing of solvents. Last week of October via New York for a few weeks; c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Chicago, San Francisco, Houston, others.

H. Fontyn, representing A. J. van Ijzer N.V., 73-75 Nieuwe Prinsengracht, Amsterdam, interested in discussions with wholesalers of electric household appliances to exchange know-how about business operations in this line of business. Oct. 14 via Chicago for 3 weeks; c/o Fontyn, 165 N. Harrison St., Princeton, N.J. Itinerary: Chicago, Oklahoma City, Washington, Princeton, New York.

New Zealand

William Keith Paterson, representing Richard Seddon, Ltd., Paterson's Buildings, 29 Chancery St., Auckland, C.L. (P.O. Box 511), interested in agencies for furnishing **textiles; upholstery fabrics; plastic leathercloth; self adhesive plastic; trimmings, embroideries, laces for lingerie and corsetry trade; elastic fabrics for corsetry trade and floor rugs.** Last week of October via San Francisco for 3 weeks; c/o First National City Bank of New York (Overseas Div.), 399 Park Ave., New York 22, N.Y. Itinerary: San Fran-

cisco, Seattle, Los Angeles, New York, Trenton, Boston, Connecticut, Chicago.

Nigeria

Eugene N. Oba, representing Frontline Chemists, 1 Ogui Rd., Enugu, interested in wholesalers and manufacturers of **drugs and pharmaceuticals.** Oct. 3 via New York for 1 month; c/o U.S. Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Houston, Atlanta, Cleveland, Boston.

Norway

Bernt Sigvard Nordang, representing Bernt Nordang A/S, Akersgaten 28, Oslo, interested in purchasing **furs** for Norwegian market. Oct. 13 via New York for 2 weeks; c/o St. Moritz Hotel, New York. Itinerary: New York, Dayton, Toledo, Indianapolis.

Pakistan

Mirza Mohamed Hashambhoy, representing Orient Produce Export Syndicate, Yusufali Alibhoy Bldg., P.O. Box 4462, 6/8 South Napier Rd., Karachi 2, interested in contacting importers of **fishmeal, sharkfins, fishmaws, dry prawns** (shrimps) and **dry fish, brassware and curios.** Between Oct. 25 and Nov. 14 via San Francisco for 2 weeks; c/o Hong Kong and Shanghai Banking Corp. of California, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, San Diego, Chicago, Houston, Washington, New York.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Aircraft and Aeronautical Equipment Importers and Dealers—Republic of South Africa.

American Firms, Subsidiaries and Affiliates—Hong Kong.

Automotive Vehicle and Equipment Importers and Dealers—Iraq.

Boat and Ship Builders, Repairers and Chandlers—Italy.

Business Firms—Luxembourg.

Chemical Importers and Dealers—Republic of South Africa.

Dry Goods and Clothing Importers and Dealers—Bolivia, September.

Dry Goods and Clothing Importers and Dealers—Greece.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers, Dealers and Manufacturers—Malaya.

Fertilizer Importers, Dealers and Manufacturers—Argentina, September.

Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Hong Kong.

Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Thailand.

Metallurgical and Metal Working Plants—Belgium.

Mining Companies and Exporters of Ores—Argentina, September.

Non-Alcoholic Beverage Manufacturers—Argentina, September.

Office Supply and Equipment, Stationery and Paper Importers and Dealers—Syria.

Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Belgium.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Bolivia, September.

Petroleum Product Importers, Dealers, Producers and Refiners—Belgium, September.

Petroleum Product Importers, Dealers, Producers and Refiners—India.

Pulp and Paper Mills—Argentina, September.

Bids requested in Sudan for monitoring equipment

The Government of the Sudan is inviting bids for supply of 3 sets of monitoring equipment, including 7-unit printers for the above. Transistorized equipment is preferred.

Bids must be submitted by Nov. 12 to the Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.

A copy of the specifications is available on loan from the Communications Industries Division, Room 4019, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Engineering contractors sought by West Pakistan

The West Pakistan Water and Power Development Authority is seeking qualified engineering contractors for the construction of 2 dams:

Quadirabad Dam, about 17 miles downstream from Khanki on the River Chenab.

Rasul Dam, about 2½ miles downstream from Rasul Weir on the River Jhelum.

U.S. engineering firms interested in bidding for construction of the 2 dams, including responsibility for the gates to be installed, are invited to apply for prequalification to tender.

Manufacturers of sluice gates interested in bidding as subcontractors for the design, manufacture and erection of the gates for the dams are also invited to apply for prequalification to tender.

Interested firms should give details of their resources, experience in dam construction, or similar projects working alone and not in association with other contractors, with value and description of each project, time of construction, names of the employees and the consulting engineers responsible.

The projects form part of the Settlement Plan being financed by the Indus Basin Development Fund, which is administered by the International Bank for Reconstruction and Development. They are to be completed by April 1967.

Additional information can be obtained from either the Authority or the consulting engineers up to Nov. 30.

Applications for prequalification to tender should be submitted in writing not later than Dec. 31 to The Chief Engineer, Indus Basin Project, West Pakistan Water and Power Development Authority, Sunny View, Kashmir Rd., Lahore, West Pakistan.

A copy should be set to the consulting engineers: Coode and Partners, 2 Victoria St., London, S.W.1.

It is anticipated that documents will be issued to approved bidders in 1963.

Nitration grade toluene called for by Pakistan

An inquiry has been received for the supply of 550,000 pounds of nitration grade toluene. The product must conform to British Standard Specification 805/1953, Section Three (3).

Interested U.S. manufacturers who produce nitration-grade toluene may contact the U.S. Embassy, Grosvenor Square, London, England.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

AUSTRALIA—The Independent Order Of Odd Fellows will construct 6-story building at estimated cost of A£225,000 in Adelaide. Tenders will be announced in December. Building will be steel framed with concrete floors, and pile foundations will be capable of supporting another 5 stories. It will contain 2 elevators. Information on project and tenders may be obtained from architects, E. H. McMichael & Harris, 97 King William St., Adelaide, South Australia.

COLOMBIA—List of Colombian Government Departments and semi-official organizations to be contacted in connection with 10-year development program available to interested U.S. consulting engineers and architects. ★

MACAO—Government has announced long-range plan to develop Macao as tourist center. Emphasis will be placed on construction of hotels, industrial facilities, high-density residential buildings, airstrip, port facilities and schools.

THAILAND—The Royal Irrigation Department of the Thai Ministry of Agriculture plans to construct 3 multi-purpose water resource developments in northeast Thailand for irrigation and flood control. Projects are located as follows:

Lam Pra Plerng Project—Lam Pra Plerng River basin in Korat Province of northeast Thailand.

Lam Pao Project—Lam Pao River basin in Kalasin Province of northeast Thailand.

Me Tang Project—Ping River Valley in Chiengmai and Lampoon Provinces of northern Thailand.

Construction of these projects expected to be financed in part by $11 million loan from U.S. Agency for International Development (AID). Construction scheduled to begin early in 1963.

Bids invited by Argentina for study of Port Quequen

The Secretariat of Public Works of the Argentine invites bids until Dec. 20, for the Study of Port Quequen and the surrounding area and construction of a small scale model of the port to be used for experimentation and fact finding.

Specifications are available for $50 per copy from the Embassy of the Argentine Republic, Office of Economic Counselors, 1600 New Hampshire Ave., N.W., Washington 9, D.C.

Spanish Government seeks bids for telex equipment

The Government of Spain is inviting bids for supply and installation of a national telex network.

The project will cost approximately $3.7 million and will be opened to worldwide bidding.

Bids must be submitted before Nov. 5 to the Sección Quinta, Adquisiciones, Jefatura Principal de Telecomunicaciones, Palacio de Comunicaciones, Madrid.

Details about the project may be obtained from the same office.

Bahrain invites designs for new 5-story hotel

The Bahrain Chamber of Commerce is inviting presentation of a design for a proposed 5-story hotel to be built in Bahrain on land to be reclaimed from the sea.

The project includes construction of a causeway, parks, small boat piers, a swimming pool, surface and roof gardens and courts.

The engineering firm presenting the winning design will be invited to provide the final plans and specifications for tender.

The U.S. Consulate General in Bahrain estimates the total final costs of this project at between 2 and 4 million dollars. Closing date for submission of the design is Nov. 30.

Present hotel facilities on Bahrain are inadequate, the Consulate General reports, and a new hotel could be a successful venture, if based on up-to-date feasibility.

Additional information may be obtained from the Trade Opportunities Staff, Attention: E. Craig Wilton, BDSA, U.S. Department of Commerce, Washington 25, D.C.

Jordan plans construction of sewage system in Amman

The Municipality of Amman has issued invitations for bids on a sewage system to consist of about 55 kilometers of sewers of 300 milimeter diameter and upwards. The treatment plant is to be designed for a population of 300,000.

Bid invitations and documents are to be obtained from Vattenbyggnadsbyran (VBB), Box 5038, Stockholm 5, Sweden.

Bids are to be sent in duplicate to the Council of the Municipality of Amman by Dec. 1, accompanied by a refundable deposit of $2,800 (1,000 dinars).

SHAPE asks bids for radio communication equipment

The Supreme Headquarters Allied Powers Europe, Paris, has issued an international invitation to bid on the supply of radio communication equipment including 2 portable 100-watt HF transmitter/receivers equipped to operate from 115/230 volts a.c., 2 power supplies using 12-volt d.c. battery source, 8 crystals, technical manuals, spare parts and accessories.

The contractor will be responsible for 1 week's training of 4 Allied Command operators and for maintenance of a supply of components, spare parts and sub-assemblies sufficient to service this equipment for at least 5 years from date of acceptance.

Closing date for submission of bids under SHAPE Invitation to Bid 62-4, dated Oct. 1, is Nov. 26. Copies of the bidding instructions, equipment lists, and specifications are available from the Purchasing and Contracting Officer, SHAPE, Paris, France, or may be reviewed in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334.)

Company in Djakarta wants to buy several new plants

The N. V. Baturiti Co., Djakarta, is interested in buying complete plants of the minimum economic size in one or more of the following fields:

Nuts and bolts (including scrap melting), collapsible tubes, paper from rice straw, and corn milling.

Interested firms are asked to send catalogues, prices, and specifications via air to Commercial Section, U.S. Embassy, Djakarta, U.S. Department of State, Washington 25, D.C.

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Calendar *for international traders*

October

22—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Philadelphia, Pa.** Sponsor: U.S. Department of Commerce

22-23—Conference for Corporation Executives, Statler Hilton Hotel, **Washington, D.C.** Subject: "The Middle East Today." Sponsor: School of Advanced International Studies, Johns Hopkins University.

23—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Baltimore, Md.** Sponsor: U.S. Department of Commerce (for Baltimore consultation please contact **Philadelphia Field Office)**

22-27—International Sugar Cane Mechanization Seminar of Louisiana, **Jeanerette, La.** Sponsor: J. & L Engineering Company.

24—World Trade Seminar, Yorktowne Hotel, **York, Pa.** Sponsors: York Chamber of Commerce; York Rotary Club; Lancaster Chamber of Commerce; Harrisburg Chamber of Commerce.

24—Profits in Export Conference, Schine Motor Inn, **Chicopee, Mass.** Sponsors: Joint Civic Agencies of Greater Springfield; Springfield Export Sales Managers Assoc.; Boston Field Office of the U.S. Department of Commerce.

24—Export Trade Seminar (Opening session of 6-week course), Jacksonville Area Chamber of Commerce, **Jacksonville, Fla.** Sponsors: Jacksonville Area Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce.

24—Hawaii Tourist Industry Conference, **Honolulu, Hawaii.** Sponsors: Hotel Management Division of the University of Hawaii; Chamber of Commerce of Honolulu; U.S. Small Business Administration; U.S. Department of Commerce.

26—Club Meeting, World Trade Club of the Cincinnati Chamber of Commerce, **Cincinnati, Ohio.**

29-31—49th Annual National Foreign Trade Convention, Waldorf-Astoria, **New York, N.Y.** Sponsor: National Foreign Trade Council. Commerce Speaker: Luther H. Hodges, Secretary of Commerce.

28-Nov. 2—Dairy Industries Exposition, **Atlantic City, N.J.** Sponsor: Dairy Society International.

29—National Defense Transportation Assn. Convention, Sheraton Palace, **San Francisco, Cal.**

29-Nov. 2—World Metal Show and National Metal Congress, New York Coliseum, **New York, N.Y.**

30—Export Trade Workshop (opening session of 6-weeks course). **Minneapolis, Minn.** Sponsors: Minnesota World Trade Assn.; U.S. Department of Commerce; Small Business Administration; Minnesota Dept. of Business Development; St. Paul Chamber of Commerce; Minneapolis Chamber of Commerce; and Upper Midwest Export Expansion Council.

30—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**Denver, Colo.** Sponsor: U.S. Department of Commerce

31—Businessman's Consultation, U.S. Israel-Cyprus Trade Mission—**San Francisco, Cal.**

November

1—Convention of the Cleveland Paint, Varnish and Lacquer Assn., **Cleveland, O.** Speaker; Walter Buchdahl. Topic: Common Market.

5—Seminar on Foreign Credit and Political Risk Insurance of Foreign Credit Insurance Assn. and Export-Import Bank of Washington, **New Orleans, La.** Sponsors: New Orleans and Louisiana Chapters of Marine Underwriters, Inc.; Louisiana-Mississippi Regional Export Expansion Council; U.S. Department of Commerce.

12—Luncheon Meeting of Dental Manufacturers and Dealers Assn. of America, **Chicago, Ill.** Subject: "The Common Market."

13—Utah Export Expansion Day Conference, **Salt Lake City, Utah.** Sponsor: College of Business, University of Utah.

20—Monthly Luncheon Meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Topic: "The Common Market".

December

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

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